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THE "ADVANCE." STITCH SEWING MACHINES. THE "ADVANCE."

THE JOURNAL OF

DOMESTIC APPLIANCES.

Sewing Machine

THE HIRE TRADERS GAZETTE GUIDE & RECORD

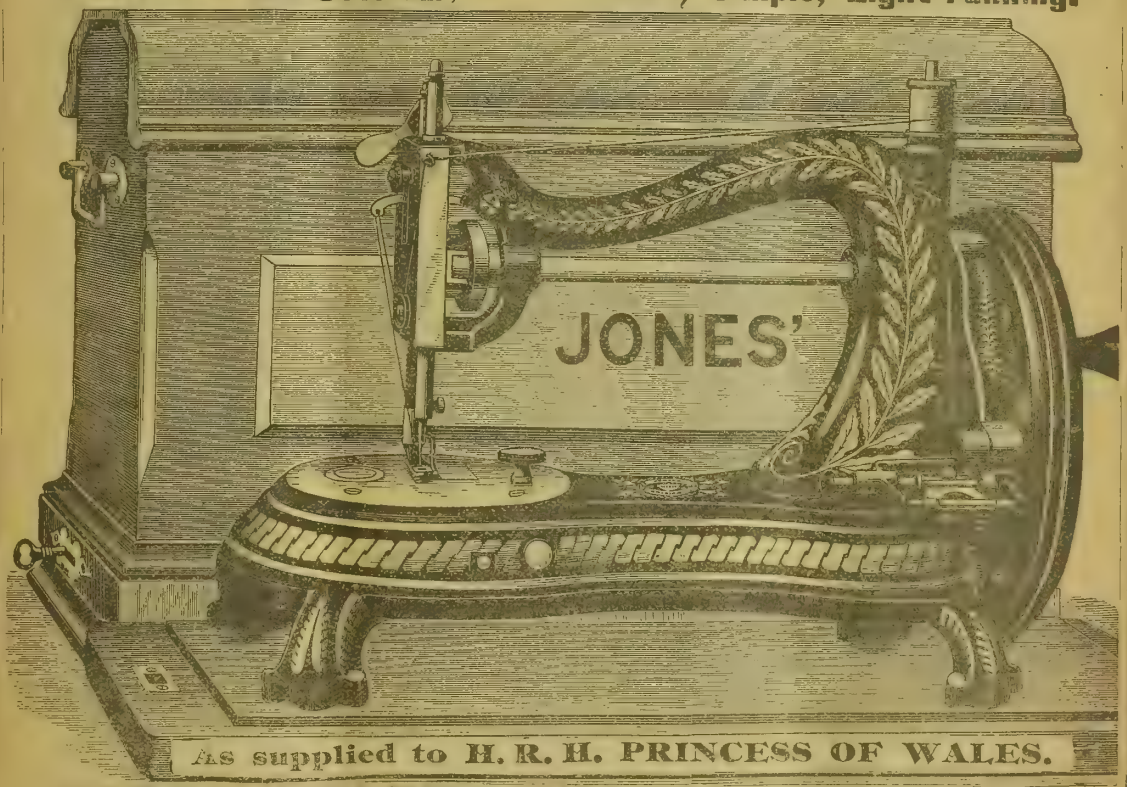
SEWING, WASHING EST. 1874 & KNITTING, MACHINES.

CHILDRENS CARRIAGES,
AND ALL KINDS OF
DOMESTIC APPLIANCES.

"Including a Monthly Supplement. "THE HIRE TRADERS' GUIDE AND RECORD."

Vol. XXII., No. 281. JANUARY 1st, 1894. Monthly, Price 4d.
Post Free 3s. 6d. per annum.

JONES' HAND MACHINE | **Makes Prettiest Stitch, Silent, Simple, Light-running.**



As supplied to H. R. H. PRINCESS OF WALES.

LARGEST SALE IN THE WORLD—SELLS EASILY—Yields most Profit to the Dealers.
BEST MACHINE FOR AGENTS AND SHIPPERS TO HANDLE.
Factory: GUIDE BRIDGE, near MANCHESTER.

SIMMONS & CO.

Wholesale and Export only.



THE NEW
"SIMMON'S GIG."
(PROVISIONALLY PROTECTED.)
1 Seat convertible into a Bed.
2 Novel, useful, and beautiful Hood.
EVERY CARRIAGE PERFECT.



3, 5, & 7, Tanner St., LONDON, S.E.

THE "ADVANCE" The Lightest Running SEWING MACHINE.

THE "ADVANCE" The Lightest and Best SEWING MACHINE.

Send for Particulars of THE "ADVANCE" 94, Aldersgate Street, E.C.

1894. 1894.

A

Prosperous New Year

TO ALL.

To make sure of a PROSPEROUS NEW YEAR, Dealers should handle

THE WHITE SEWING MACHINES

AND

WINCYCLE SAFETY BICYCLES.

OUR '94

SEWING MACHINES,

WITH

New Patent Tension,

CANNOT BE EXCELLED.

Our Wincycles for '94 also are greatly improved.

Write for New Lists and Particulars of Agency at once.

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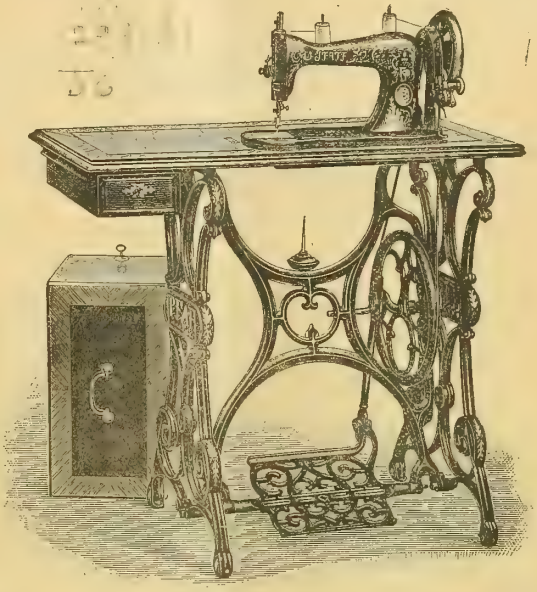
DEPOT FOR TRIUMPH CYCLES.

PFAFF OSCILLATING SHUTTLE MACHINES,

made in two sizes, E and F, are specially adapted for MANUFACTURING PURPOSES, for all kinds of plain work, for dressmakers, for linen, corset, hosiery, and boot Factories.

HEADS ONLY, to be driven by power for Factory trade.

SIMPLE, DURABLE, and LIGHT-RUNNING.



Pfaff "E" Oscillating Shuttle Sewing Machine.

Manufactured by:

G. M. PFAFF, Kaiserslautern.

SOLE IMPORTERS FOR THE UNITED KINGDOM:

WILHELM & CO. 132, Wool Exchange, **LONDON, E.C.**

SPECIAL NOTICE—IMPORTANT TO THE TRADE.

THE "BRANSTON"

Two-Reel Sewing Machine Co.,

LIMITED,

Having completed their factory, and the Machinery for producing their new Patent Two-Reel Sewing Machine, which makes a PERFECT LOCK-STITCH, WORKING DIRECT FROM TWO ORDINARY REELS OF COTTON, DOING AWAY WITH ALL WINDING OF SPOOLS, invite Dealers and Users to inspect same at their Showrooms:

59, Holborn Viaduct, London, E.C.

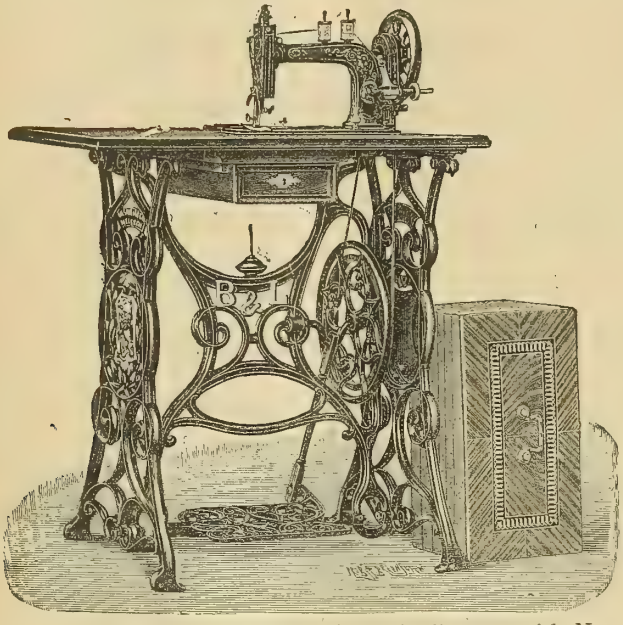
The Company are ready to appoint responsible Agents in each district for the sale of their Machines, and invite applications for agencies. This is a good opportunity for any Dealer to combat with the competition of the present day.

HAND, FAMILY, AND MANUFACTURING MACHINES.

BIESOLT & LOCKE, MEISSEN, SAXONY,

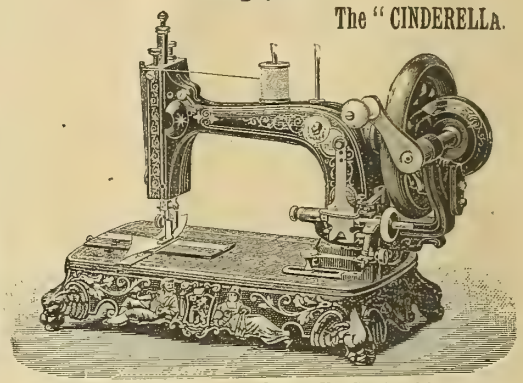
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B. & L. Machine, Lt. B. (high-arm) for family use, with New Shaped Stand.

The "CINDERELLA.



Perfected Automatic Hand and Treadle Sewing Machines for Domestic and Trade use. 12 patented improvements. Working parts finest tempered steel. Appearance superb. Undoubtedly the best Machine in the market. Silent, uniform, rapid, easy movement.

SPECIALITY—SACK-SEWING and the "NORNE" SACK-CUTTING MACHINES.

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AGENTS WANTED.

G. H. WELLS & CO.,

MANUFACTURERS,

151 & 153, BISHOP STREET SOUTH, BIRMINGHAM.

ESTABLISHED 1862.

HAMMOCKS (The "Wonder.")

Mounted on four 20-inch Wheels, all complete.

Wholesale Trade only 24s. each, or 22s. 6d. each for an order of twelve.

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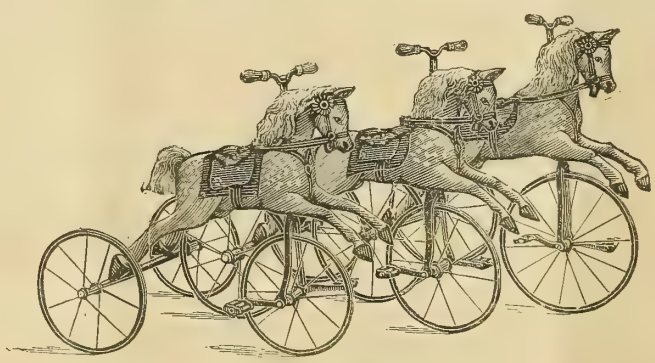
Makers of all kinds of Cycle Tyres, Cushions, and Solids, also Bassinette Tyres and Cement, which cannot be equalled at the price.

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The American Wringer Co., 122, Southwark Str et, S.E.	The Victoria Manufacturing Co., 78 to 82, Hanover St Glasgow.	B. Johnston & Co 29, York Street, Belfast.

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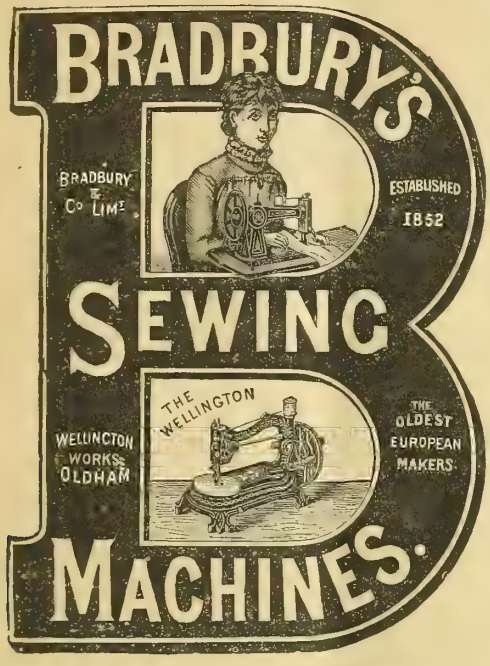
TOY MAIL CARTS, PERAMBULATORS, AND LARGE STRONG TOYS.



THE LARGEST ASSORTMENT NOW ON VIEW AT

LLOYD & CO.'S, BORO', LONDON, S.E.

Send for New List of Goods suitable or the coming Season's Trade.



NO COMPLICATED COGS, CAMS, OR ELABORATE MECHANISM.

SIMPLICITY WITH EFFICIENCY.

DURABILITY WITH SPEED.

THE BEST FOR THE AGENT.

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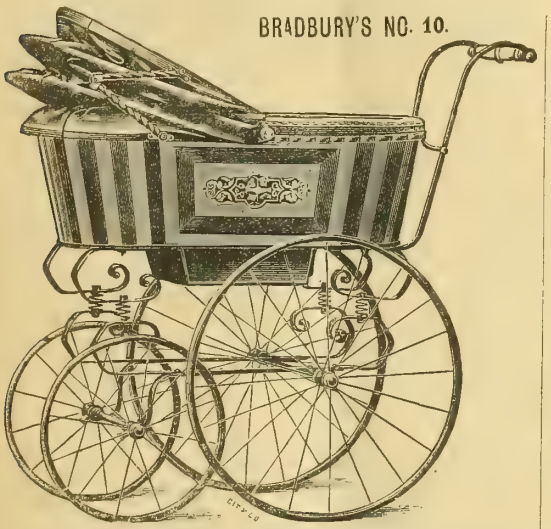
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13 GOLD MEDALS SINCE 1879.

BRADBURY'S BASSINETTES.

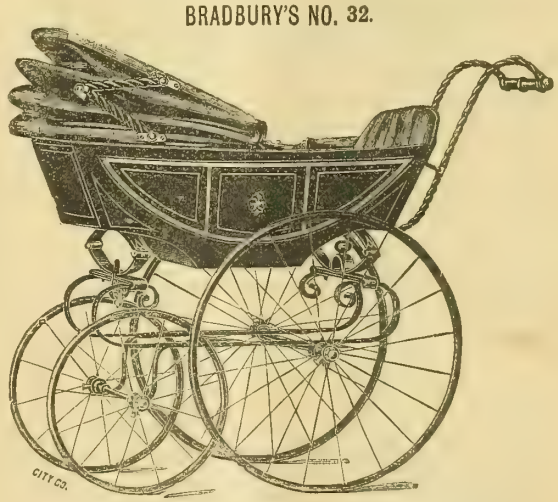
OUR cabinet department being replete with the most recent machinery, we are able to manufacture Bassinettes in a more handsome, substantial, and better-finished manner than any other maker. They are all made of thoroughly seasoned timber, have the best fittings, rubber tyre bicycle wheels, springs, oil caps, &c., are well upholstered, and richly ornamented in various beautiful designs.

BRADBURY'S NO. 10.



Handsome Circular body of Walnut and Canarywood, French polished, upholstered in Crockett's best leather, mounted on new registered design (No. 205,508) spiral springs, 25 in. rubber tyre bicycle wheels, fitted with registered pattern China handle, well-cover, three loose cushions, straps, and reversible hood, with twisted brass joints. Every article used in the manufacture of this carriage is of the highest quality, and great attention is paid to the finish.

BRADBURY'S NO. 32.



Landau body, same as the Nos. 30 and 31, but fitted on registered design (No. 205,507) Rocker springs which are fastened to C springs, and mounted on 25 in rubber tyre bicycle wheels. When the carriage is stationary a gentle rocking motion can be imparted to the body of carriage by the person in charge of same, who has only to turn a thumb-screw. When desired the body can be detached from the C springs, and can then be used as a cradle, and will rock as easily and as noiselessly as the best of cradles. There are no complications, no risks, no danger of upsetting, and the carriage runs as lightly as an ordinary bassinette. It has the same fittings, and is upholstered in the same style as the Nos. 30 and 31.

An assortment of the New Season's Bassinettes now on view at

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☞ **Catalogues Free on application to any of the Depots**

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HOW TO COMPETE WITH YOUR WEALTHY RIVALS

Sell Harris's Unrivalled Defiance Lockstitch SEWING MACHINE.

Retails 45/- Complete.

Guaranteed to sell quicker than any Machine in the market.

THOUSANDS IN USE. PRAISED BY EVERYONE.

Trade Terms and List of Testimonials post free.

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JAMES LLOYD & COMPANY.

Patentees and Manufacturers

OF

every description

OF

BASSINETTES,

MAIL CARTS,

AND

Invalid Carriages.

PATENT

Goldendine Bodies

IN GREAT VARIETY.

Buyers will do well by placing Orders early.

WORKS—HURST STREET,

Birmingham.

LONDON REPRESENTATIVE—

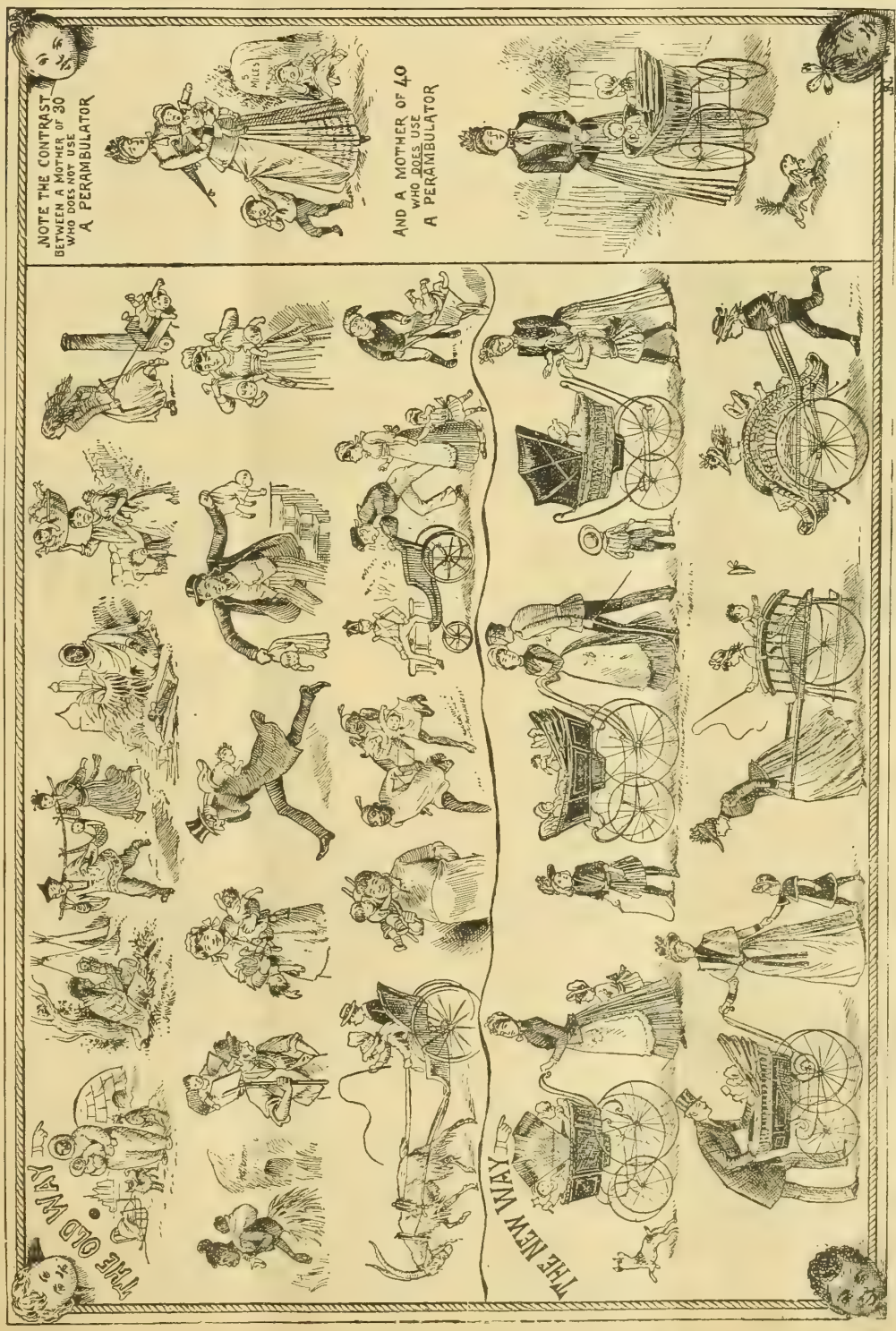
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"Baby's Ta-Ta" Circulars.

We are open to supply Pictorial Circulars to any Dealer, printing his name and address on same, at the following rates for cash; **1,000 7/6**; **3,000, 6/-** per **1,000**; and **10,000, 4/9** per **1,000.** We also publish a Pictorial Circular relating to Sewing Machines at the same rates

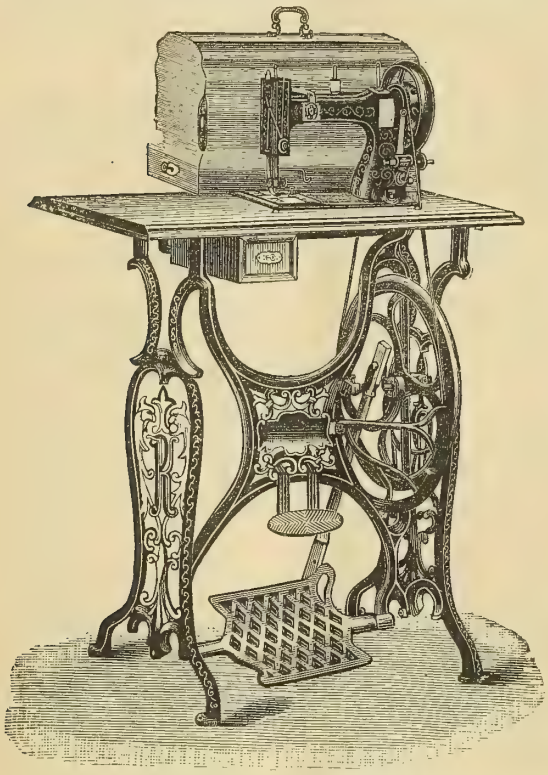
SEWELL & Co., 28, Paternoster Row, LONDON.



"BABY'S TA-TA," *Old Style and New.*

Mothers are advised to call without delay at the showrooms of **JOHN BUGGINS, 15, EBENEZER ST., SOCUM,** where they can inspect a choice collection of Children's Carriages & Mail Carts, at moderate prices for cash, or on easy terms of payments.

The Celebrated "KNOCH" MACHINES



ON THE

WHITE SYSTEM (IMPROVED),

MANUFACTURED BY

RICHARD KNOCH, Saalfeld, A/S.

Lightest and easiest-running Shuttle Machine.

MADE IN THREE SIZES:—

A. For Dressmaking.
B. For Tailoring.
C. For Family Use.

Generally acknowledged to be of best class and finish.

ELEGANT WOODWORK. LOW PRICES.

SOLE WHOLESALE AGENT:

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Missing Carriage IS FOUND IN THE MARVEL.

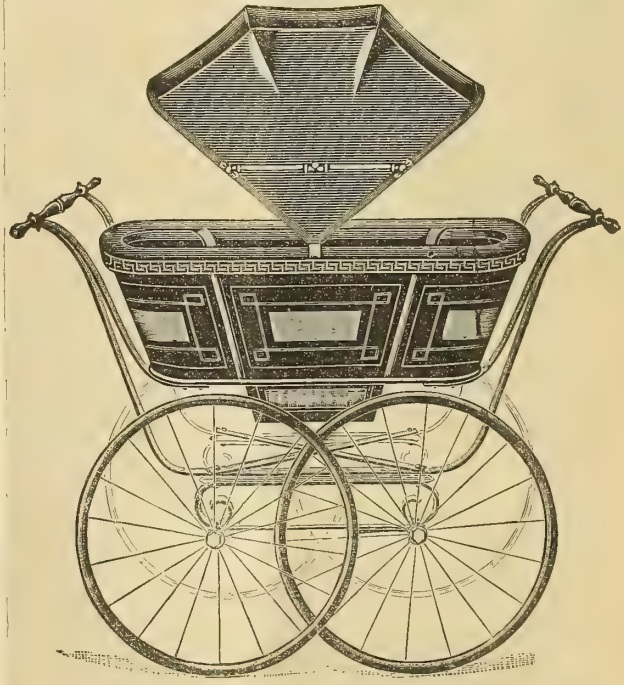
Made in three Classes

CLASS A. Papier-maché body, well painted and upholstered, wood hammock handles, wheels, 20in.x20in.

PRICE 24/- EACH.

Or **22/6** each for an order of six.

CASH WITH ORDER.



SEE THE

KNOCK-OUT CARTETTE,

Circular wicker body, bent shafts, 21 in. wheels,

8/- each or **7/6** each per dozen order.

FULL ILLUSTRATED PRICE LIST on Application.

(ESTABLISHED 1862)

G. H. WELLS & CO., PHOENIX WORKS, BISHOP ST., BIRMINGHAM

NAUMANN'S

TRADE MARK.

NEW HIGH ARM

SEWING MACHINES

FOR THE BOUDOIR, FAMILY USE, & MANUFACTURING Purposes.

☞ *Are the BEST and MOST COMPLETE MACHINE in the Market.* ☜

MAKE A PERFECT LOCKSTITCH. WILL SEW FROM THE FINEST MUSLIN TO THE STOUTEST CLOTH.

Are the most Simple in Construction. The most Silent in Action.

WOODWORK TASTEFULLY INLAID WITH MOSAIC.

SEIDEL & NAUMANN

23, MOOR LANE, LONDON, E.C.



RELIABILITY!
SUPERIOR FINISH!
WARRANTED QUALITY!
LATEST PATTERNS!
SUPERIOR WORKMANSHIP!
ELEGANCE & LOW PRICE!
COMPETITION DEFIED!
INSPECTION INVITED!

NAUMANN'S FACTORY—1,600 Workmen. Yearly Production: 80,000 Sewing Machines, 10,000 Cycles. Buy no Machine without the above Trade Mark.

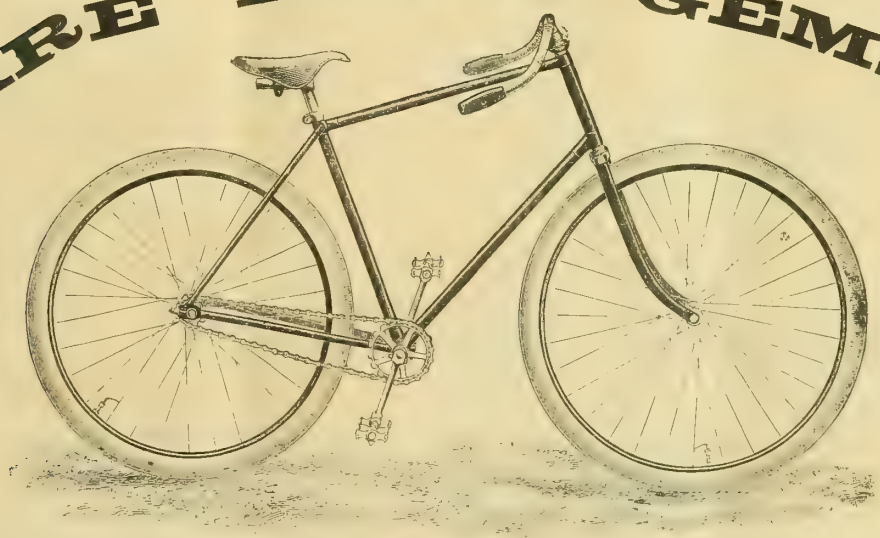
SEIDEL & NAUMANN'S CYCLES were Exhibited at the National Cycle Show, Crystal Palace, and gained the Highest Notice of all Cycle Papers.

Wholesale Department :—Pianos, Musical Instruments, Musical Albums, Etc., Etc.

ILLUSTRATED PRICE LIST AND FULL PARTICULARS FREE ON APPLICATION.

"THE CONDORS" FOR 1894

ARE REAL GEMS.



AGENTS WANTED. Special Terms to those doing a Hire Purchase Trade. Write for List and Terms.

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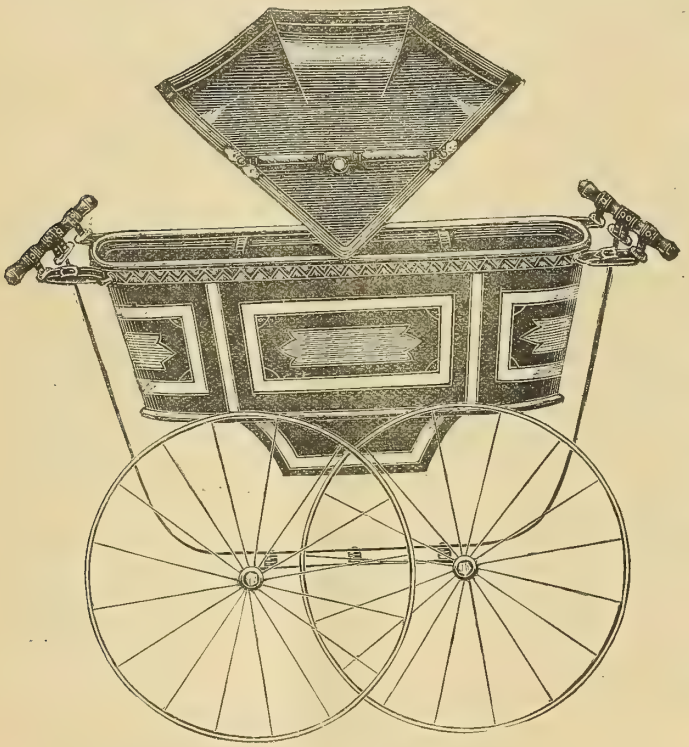
HARRY S. ROBERTS,

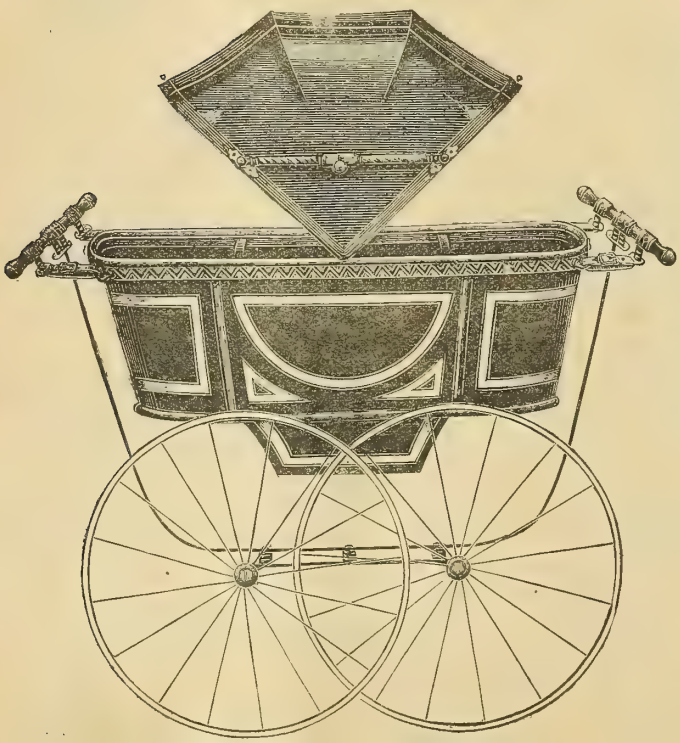
✻ CYCLE ✻ WORKS, ✻

DEANSHANGER, STONY STRATFORD, BUCKS.

LEON L'HOLLIER,
4, 5, 6, 7, 8, BATH PASSAGE,
BIRMINGHAM,

Has great pleasure in informing you that his NEW ILLUSTRATED LIST for 1894 is now ready, and will be sent FREE upon application.





It is a List of 96 pages, the most complete the Trade has ever seen, and full of all the recent Inventions.

It also includes 33 Designs of the

RENOWNED HAMMOCK
(Patent No. 56).

This is the same Hammock Patent that has caused such a sensation in the Pram Trade, and which was reinstated by Act of Parliament in June, 1892.

L. L'HOLLIER is most happy to state that he has concluded a special arrangement with the Patentees of this valuable Patent, by which he has acquired the right (under a License) to make and sell this popular article for the remaining term of the Patent.

Infringements of this Patent have taken place, with the result that the infringing Firms have been, and are being, called to account.

L. L'HOLLIER therefore cautions his numerous Friends and Customers that in future this Hammock can only be obtained from himself or from the Patentees.

CONSIDERABLY OVER

1,000

OF THESE

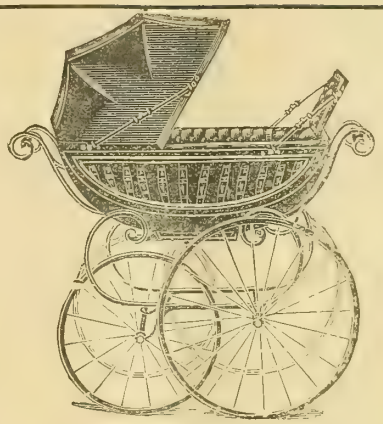
LANDAUS

WERE SOLD LAST SEASON.

We have now made several improvements and GUARANTEE EVERY ONE to give satisfaction.

SEND FOR OUR 1893 CATALOGUE.

WE DEFY COMPETITION.



The HALESOWEN PERAMBULATOR Co., Ltd., Halesowen, nr. Birmingham

BEST HOUSE FOR PERAMS., MAIL CARTS, INVALID CARRIAGES, WOOD COAL VASES, ROCKING HORSES, &c., &c.

TWO BIRDS WITH ONE STONE.



Machine Dealers and others have for different reasons long complained of their unsatisfactory experience in conducting a Knitting Machine business. **One Complaint** is the trouble in teaching assistants and purchasers, because the machines are not simple enough. **Another Complaint** is that the business cannot be made to pay on a small scale, chiefly because the proper knitting wools could not be got in small quantities at bottom prices. Strange's agents experience none of these difficulties, because his **"IDEAL" KNITTER** is so simple a child can learn it, and it never goes wrong because it has no parts to get out of order. His agents are supplied at first price with any quantity of the most suitable wools for any kind of knitting. All his goods being proprietary articles of the highest quality, his agency in any district forms a valuable addition to any business. It is **two valuable agencies in one.**

G. STIBBE, 25, JAMAICA STREET, GLASGOW.

ILLUSTRATED CATALOGUE, SAMPLES, etc., Post Free.

Sewing Machine Gazette Office, 28, Paternoster Row, London, E.C.

RATE.—½d. per Word ; Minimum, 6d.

KING'S UNIVERSAL SUPPLY, Limited, 17 & 18, Railway Approach, London Bridge, are offering the best terms to Agents for the sale of their Sewing Machines, Gold and Silver Watches, &c , &c.

£50 OFFERED FOR PARROTS that repeat "Dunkley's Baby Car Ball Bearings, 105s."—76, Houndsditch, London, or Birmingham.

THE IDEAL KNITTER.—The Machine, at last, which will give you No Trouble (see advertisement in this page). A few Sole Agencies still open where not represented.—Write at once, G. Stibbe, Glasgow.

BELTS! BELTS!! BELTS!!! — For Sewing Machines (round). Best Straight-grained Leather. Assorted lengths from 54 to 60 in.; 18s. per gross, nett cash.—Harvie's, 110, Kirkdale Road, Liverpool.

CYCLE OILS Burning and Lubricating, Loose or Bottled. Knitting Machine, Wringer, and Pram Oils. All kinds of Machinery Oils.—Lady Bridge Oil Works, Spring Street, Hull.

SEWING MACHINES.—Agents on the look-out for a first-class make of Machines to push, should apply to us for Illustrated Catalogue and Terms. Machines for all classes of work at keenly-cut prices. Oils, &c.—The Victoria Manufacturing Company, Glasgow.

CYCLES.—Write the Victoria Manufacturing Company for Illustrated Catalogue and Terms. You will find it to your advantage. Accessories and Repairs at keenest prices. Agents wanted everywhere.—78 to 82, Hanover Street, and 71, Cathedral Street, Glasgow.

SINGERS' Medium and Family, 2s. per gross, other makes cheap.—S. Cox & Co., Alcester.

TO MANUFACTURERS.—Wanted, Sole Agency (or arrangement to open Branch Depôt) for saleable Machines; also for useful saleable Novelties and necessities suitable for Machine Shop.—Repairer, care of *Sewing Machine Gazette.*

BELTS.—Round, Flat, Square, or Angular. Round, assorted lengths, 44 to 48 in., 14s. ; 54 to 57 in., 16s. per gross. Other lengths (up to 200 ft.) equally cheap. Well made from English leather only.—J. W. Cable & Co., 35, Clerkenwell Road, London.

OIL ("Alca" refined Sewing Machine), warranted not to clog ; 4 oz., 15s. 6d. per gross. Attractively put up.—J. W. Cable & Co., 35, Clerkenwell Road, London.

NEEDLES, Sewing Machine. Very highest quality. Very lowest price. Samples and price with pleasure.—W. Heath, junr., Web Heath Works, Redditch.

WANTED, one or two good CANVASSERS to sell our Mangles, Wringers, &c., on Easy Terms. Good Commissions to good men.—Apply, Crouch End Domestic Machinery Stores, and Cycle Depôt, 39, Crouch End Hill, N. T. Arnold, Manager.

GOOD BUSINESS PREMISES for Sale. Freehold 10-room House, with Warehouses, Musical Instruments, and Domestic Machinery, at 8, St. Andrew Street, Hertford, Herts.—Apply to Manager, 8, St. Andrew Street, Hertford.

AN ENERGETIC MANAGER seeks a RE-ENGAGEMENT, in the Sewing Machine and Domestic Appliance Trade. Thoroughly up to the Hire Business. West of England preferred.—Address, S. C., *Sewing Machine Gazette.*

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

Subscription.—3s. 6d. per annum, or 1s per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

THE HIRE TRADERS' GUIDE AND RECORD.

Subscription.—2s. 6d. per annum, or 6d per quarter, post free.

Advertisements.—Tariff on Application. All changes in Advertisements to be notified by the twenty fifth of each month.

Contributions.—Articles, Letters, Reports, &c., on trade subjects invited and paid for if so arranged. Readers are earnestly requested to notify changes of address, the opening of new premises &c., in their several towns.

Trade Information.—We are always pleased to be at the service of our readers by supplying them with the names of manufacturers, &c. All we ask is that they enclose stamp for reply

Replies to Advertisements.—We request that readers, in replying to advertisements in our columns, will mention our Journals as the source of their information.

In Writing to Us Please address all communications either "Publisher," or "Editor," at the address given below.

Hire Agreements and Payment Cards.—We supply these to most hire traders. Particulars on application

List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful Would *all* our readers do likewise?

SEWELL & Co., Publishers.

28, 29, & 30, Paternoster Row, London, E.C

Editorial Notes.

An Explanation.

As our readers will remember, at the expressed desire of the trade the editor of this Journal last January arranged an exhibition of sewing machines, perambulators, &c., which was held at the Crystal Palace contemporaneously with the National Cycle Show. The agreement then entered into with the Palace Company precluded both parties from holding or being interested in a similar exhibition during a period of twelve months.

Last autumn nearly all the exhibitors at the last show expressed a desire for a second exhibition, and the secretary (Mr. Sewell) accordingly asked the Palace Company if space was available as formerly. He was then told that the gallery, the *locale* of the last exhibition, had been taken by the cycle show people. This meant, of course, that a second sewing machine show could not be arranged, and the trade were duly informed of the fact. Much dissatisfaction was expressed at the news, and several firms asked Mr. Sewell if they could not exhibit in the cycle section, but were told that this was not possible having regard to his agreement with the Palace Company.

To the intense surprise of these firms, and Mr. Sewell in particular, when the National Show opened it was found that not only was the gallery absolutely unused, but in the cycle section was an exhibit of sewing machines by a leading manufacturer. There was every appearance of deception on the part of Mr. Sewell, and he immediately wrote the Palace Company for an explanation, and this was immediately supplied to the effect that the exhibits were "special machines used for sewing tyres, saddles, &c., in connection with cycling." Obviously, this reply was unsatisfactory, and so Mr. Sewell told the Crystal Palace Company, adding that every would-be exhibitor of sewing machines could have similarly justified application for space.

We desire to take this opportunity of explaining to the trade that if there has been any "selling" in the affair it has not been on the part of the editor of this Journal.

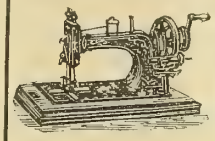
We shall not dwell further on this unsatisfactory business, except to say that any of the trade are welcome to read the correspondence which has passed thereon.

Several of our friends have asked us: (1) Why the National Show organisers engaged the gallery when they knew that they should not require it; (2) Why did they break their rule as to not accepting as eligible any exhibitors who had stands at the "Stanley" in order to admit a sewing machine exhibit?

We give it up; but their conduct does not strike us as particularly friendly or discreet. It is a showman's duty to attract, and it is not open to doubt that the course adopted was not calculated to increase, but to diminish, the attendance of the dealers in whose interest the exhibition was supposed to be held.

"A Queer Combination."

Under this title *Ironmongery* joins issue with us in our remarks as to the tendency of trade in sewing machines. It will be remembered that we stated in a recent number that ironmongers and drapers sell less of these goods to-day than formerly. Our juvenile contemporary must remember that this Journal has for twenty years chronicled the movements of the sewing machine trade and must reasonably be supposed to know more on the subject than an "outsider"—we use this term in no unfriendly spirit. Further, we have specially collected statistics and data with a view to writing a series of articles on this subject. It is idle for *Ironmongery* to talk of "the wish being father to the thought" in our statement as to the course of the trade. We were not prophesying but recording accomplished facts; unpalatable though they may be to our contemporary. We advise our ill-informed critic to have five minutes talk with an old sewing machine traveller and get posted on the annals of the trade, and it might also have a few words with an "instalment-plan dealer." Knowledge on these subjects requires getting and well digesting before useful leaders can be written thereon.



Section

The Story of the Sewing Machine.

WITH REMINISCENCES, PERSONAL AND GENERAL.

By NEWTON WILSON.

CHAPTER XXI.

1866.—The Year of Black Friday.

The annals of commerce and finance will ever record this year and the day we have named as one of the most notable periods of history. On that disastrous Friday, when the great financial house of Overend, Gurney & Co. crumbled into hopeless ruin, there was brought down in its collapse nearly all the weaker banks in London; leaving the hapless shareholders overwhelmed in one common and gigantic disaster. Not a banker or a merchant then and now alive can ever forget the vviid memories of that fatal day.

But what has that to do with our story? Chiefly nothing, for the sewing machine trade was unaffected by the financial crash, and it is referred to here only to furnish a chronological association with the important events which occurred in that same year in connection with the history of the sewing machine. These were three, every one of which marks an epoch in our story.

The first of these was the introduction into the market of hand sewing machines as such; the second, the expiration of the parent patents; and the third, the application and the registration of trade marks. We will treat of them in their order.

Up to this year, 1856, though the want of something of the kind had long been felt, yet no serious attempt had been made to dispense with the pedal movement, which had been regarded by manufacturers as essential to the freedom of the hands and the satisfactory manipulation of the machine.

A somewhat crude attempt, and certainly a costly one, had been made by the Grover & Baker Company several years before by fixing the head of the machine, with a slight modification, into a kind of workbox. This gave a little additional portability but no diminution in cost, as these were retailed at £12 12s. and £14 14s. according to the size. Something more and very different was wanted than this—a small light running machine that could be clamped to the table, which could be carried to the operator without having the operator transferred to it. This was the article for which a welcome was waiting. It appeared almost simultaneously in two or three forms. The "Judkins" machine, which possessed most of these features and worked with a reciprocating hook below the bed-plate, and produced the chain-stitch, came out at this time and had a limited sale for some years. Very similar in size, form, and action was the "Raymond" machine built in Canada, and introduced into

this country by Mr. James Galloway Weir, who sold it under his own name as the "Weir" machine. This was an exceedingly well-made little thing, and getting introduced to one or two of the aristocracy, who considered it quite sufficient for the use of their maids, it spread, particularly among ladies of rank, to a perfectly astonishing degree.

The business of Mr. Weir was conducted under a veil of something like secrecy, commencing with a small office in Featherstone Buildings, High Holborn, afterwards removing to premises very little more commodius in Carlisle Street, Soho Square. Here it was maintained for many years with great success, sufficiently so at least to enable Mr. Weir to retire some years ago with a fortune estimated at £60,000. He was in it long enough to witness its rise, its culmination, and its decline; for like many other machines it passed through all those stages, and when he retired the machines had become utterly unsaleable. He was almost the only Englishman (and he was a Scotchman) who was able permanently to retire on a fortune. Instead of wasting the profits already made, like so many unfortunately have done in vain attempts to resuscitate a falling business, he withdrew from the trade and its conflicts, and devoted his energies to the public service. In the second Connty Council election of March, 1892, he was returned as one of the representatives for East Islington, and at the General Election the July following he was returned to Parliament as member for the Ross and Cromartie division in the Gladstonian interest. He has been well known since as one of the most inveterate and pertinacious questioners in the House of Commons, where, let us hope, he will long continue to render good service to his country.

The third variety was patented on the 14th of February, 1866, by myself. This machine was the result of very considerable study. It was much more important than the others described. Resting its four feet on circular rubber cushions, it would stand on a table and remain firm without any clamping. It, too, produced the chain-stitch, but employed for the purpose a rotating hook on the Wilcox & Gibbs' principle.

The first form of it was called the "Queen Mab," and this produced but two stitches to each revolution of the driving wheel; but in a second form a novel mode of driving was introduced. Inside the rim of the driving wheel was cast another of inverted teeth. A soft, compound white metal was introduced for the purpose, and this gearing, embracing in its circumference two small pinion wheels on the upper and lower shafts of the machine, gave it a rapid and noiseless motion. It was double the speed that had been attained before, giving four stitches to each revolution of the driving wheel. This constituted an immense improvement on anything that had gone before, and it immediately became a great success. So long as the chain-stitch was favourably regarded by the public, it held the field unrivalled. To it was given the name of "Cleopatra."

It is said that only good things are imitated, and that as regards machinery may be taken as absolutely true. It was again and again infringed, both at home and abroad; but involving legal proceedings, as these infringements did, it was soon found to be more economical to accept of licenses at a reasonable charge than to contest, with very doubtful results, the validity of the patent.

When the patent was approaching expiration in the year 1880, the licensees themselves requested me to apply for an extension, but I felt that there was little chance of such extension being granted having regard to the conditions imposed by the Patent Law. No application was therefore made.

An invention that is really valuable does not expire with the currency of the patent. So it was in this case. The patent expired, there was a liberal rush, especially of foreign makers, to apply it to their own purposes, and this resulted in so keen a competition as rapidly to produce suicidal effects. To-day it is used by the manufacturers of the Rhinannia and the Brunnia, besides nearly all forms of chain-stitch hand machines. It will probably continue to be used long after the name of the inventor has ceased to be associated with it.

I have said that the year 1866 was notable for the expiration of those parent patterns which were taken out in 1852. These were specially the Wheeler & Wilson patents and the Grover & Baker (or Judkins) patent. At this time the Wheeler & Wilson had acquired a very large sale, and English manufacturers "up to date" had made ample preparations for the issue in the market of their own copies of this now celebrated machine.

As might also have been anticipated, the expiry of the patent was accompanied by a considerable diminution in prices, quite apart from the competition which instantly arose. So it came to pass that there was quite a boom in this particular class of machine, which lasted for several years, until the new "Family Singer," gradually creeping up in public estimation, passed it in the race.

Some defensive measures were clearly needed on the part of the old companies to protect themselves from the inroads of what they regarded as the Goths and Vandals of the trade; and so it came about that trade marks, which had never till then been thought of in such connection, were introduced and applied to sewing machines. In the Howe and the Wheeler & Wilson these took the form of a circular brass-plate, while in the "Singer" and other machines of that type an oval plate was attached to the arm facing the operator.

The registration of these trade marks was absurdly primitive; no arrangement at that time existed in connection with the Patent Office for that purpose.

The *modus operandi* was as follows:—The particulars were drawn out on a form, which was supplied at Stationers' Hall, where the copyrights of all books were registered. I was in advance of the firms already named, and was probably the first to register a trade mark. Filling up at Stationers' Court the furnished form, I found that I proclaimed myself the author of a book entitled the "Prince of Wales' Plume" with the motto, "Ich dien" (I serve) on a scroll attached. A very appropriate and pretty design for a sewing machine! Such application or designs as trade marks are not now permissible by law. The last Pattern and Designs Act expressly forbids the use of anything connected with the Royal Arms as trade marks. This did not exclude the use of existing trade marks, but prohibited all fresh registration of such marks, and hence such a mark as that described can no longer be applied to any design or manufacture whatever.

It would be interesting to examine for a moment the trade marks of the two leading companies, the Wheeler and Wilson and the "Singer." In both cases the full designation of the company figures prominently on the plate in a circular or oval scroll, as the case might be, and enclosing an emblematical design.

In the case of the "Singer" this design consisted in a copy of their shuttle with needles, and intersected by a line of thread in the form of the letter "S."

At this time, and for nearly 20 years succeeding, there was also applied to the top of the arm in old English type the full name of the company, and it will be tolerably evident to the observer, that the words "Singer" or Wheeler and Wilson which had already come to be regarded as descriptive terms and used as such were not considered *per se* at constituting any essential part of their trade mark. The trade marks themselves, in my belief, have never been the subject of imitation either here or in foreign countries; and it was only some years after, when the trade mark was found to be absolutely unavailing in checking the many reproductions of the machine, that the idea was suggested of claiming these names as essential parts of the trade mark, and it was this idea that gave rise to the series of litigation which was initiated a few years later, and which have continued to vex the trade and disturb its peace for the last 25 years.

The history of these various suits, lengthy as it necessarily is, is still essential to the general completeness of the story. For this we must refer the reader to the future chapters.

(*To be continued.*)

We have received from the Singer Company's "Central Office for London District," a handsome Christmas card, which conveys the astounding information that the Company's customers in the metropolitan district now number forty thousand (40,000), and that the persons employed in the same area exceed one thousand (1,000). The enormous progress made by this Company during the past few years is graphically shown in the statement that whereas four years ago 258 employes only were required, at the present date four times that number are necessary.

A LETTER FROM MR. LOOG.

TO THE EDITOR OF THE "SEWING MACHINE GAZETTE."

DEAR SIR,—I have been away, and on my return my attention is called to one or two somewhat personal references to myself in your columns, in response to which I trust to your sense of fair play to allow me a little space for a reply.

You reflect, with peculiar logic, on the personal position of the late manager of the Singer Company, who, at the conclusion of their action against me, retired to enjoy a well-earned repose from business cares; and you go on pointing to me, who, although I had won the legal battle, had remained a poor man, and, I suppose, with a view of pointing to a moral and adorning a tale, you then claim the attention of the younger members of the sewing machine industry to draw a lesson from this contrast.

Surely, Mr. Editor, it cannot be your idea to impress upon these younger members of the sewing machine trade that they had better make up their minds to submit to any demands the Singer Company may make, rightly or wrongly? It is unfortunately not to be denied that going to law is about the very worst thing a man can do; but, same as in my case, this is easier said than prevented. I was made the defendant in an action begun against me by this powerful company, and it was Hobson's choice for me to either submit to an unjust judgment against me or defend the action. From a pecuniary point of view, I would certainly have done much better to submit to a wrong; but then the wrong was not only one against myself, it was a wrong against the whole English sewing machine industry in general, and, as a wholesale dealer, it was my duty to think of numerous trade customers in particular.

Twenty years ago, when you, Mr. Editor, must have been a very young man, and long before you had any connection with the sewing machine trade, there existed in England an association called The British Sewing Machine Association, of which every single British manufacturer, and certainly most of the large English dealers, were members. If ever a whole trade was properly represented it was certainly the case here, and therefore an opinion from such a representative and powerful body is, I suppose you will admit, worth having. And this is what this British Association wrote to me on December 17th, 1878:—

"We have received your letter enclosing statement of claim and defence in the case Singer *v.* Loog; our committee went through both very carefully, it considers the defence a good one, and worthy of the general testimony and support of the trade."

This letter was followed up by an invitation to meet the Association at the Imperial Hotel, Holborn, which I did, and there I found nearly every English manufacturer and many large dealers; one and all encouraging me to defend to the utmost, with the action, the interests of the British sewing machine trade. At the end of the meeting old George Bradbury, in the chair, informed me in the presence and in the hearing of all the many members present that the Association had unanimously resolved not only to support me with their testimony, but also to present me at the end of the struggle with a well-filled purse, as an acknowledgment of the great services I was then admittedly rendering to the trade.

Well, Mr. Editor, the purse has been coming a long time, but it has not come yet; probably because some time before I had finally finished with this monstrous attempt on the part of the Singer Company to stifle competition the Association was dissolved; indeed, it is only a few weeks ago that I met one of the largest dealers in sewing machines, who then was the treasurer of the British Association, and I reminded him of the old promise about the purse, and it was a consolation to me (though a poor one) to hear him say, "I have to admit, Mr. Loog, we did not treat you very well."

Now it naturally struck me as odd to hear you, as editor of a trade paper, the only representative organ of the trade, point to my poverty—and hence, and hence only, my reference to past facts, which may be forgotten, but which cannot be removed. It is sometimes the case that the sons are wiser than their fathers, or at any rate think so; still, if some of the younger members of the trade will consult some of the old 'uns, they will probably be surprised to be told that a good many amongst them would probably be to-day, what they were then, namely, the humble servants of the monopolists, but for the salutary lesson which it was both my honour and my misfortune to be compelled to inflict upon the latter.

Do not think the non receipt of the purse alluded to makes me very unhappy, and I would not have even alluded to it, but for your reference to my pecuniary position, which, with the recollection of what I said above, struck me as coming with questionable taste from the only representative of the British sewing machine trade. There is nothing in my position I have to be ashamed of, nor is the non-receipt of the wonderful purse referred to responsible for it, because as you are well aware, it was the conduct of the German manufacturers, whose trade I established, which has to explain my position as referred to by you. I refer to the Frister and Rossmann Company, through whose conduct I lost not only £20,000 hard cash, but also my business for a time; —I say for a time, because I still rely on the support of my old customers and friends, and know I shall have it.

It is a consolation to me (again a poor one) to be able to put on record that since these shameful proceedings against me, they have gone from bad to worse—I will furnish you with their original balance-sheets, and the figures therein will give to your readers interesting subjects for your February number—suffice it for the moment to say that, although it is only four years ago, failing to screw out of their poor shareholders more money to bolster up an unpaying concern, they called in their shares to be cancelled, and re-issued converted shares in the proportion of 4 to 1; in other words, they paid their unfortunate shareholders 5s. in the pound, not in cash, but *on paper*; and now, only last month, they repeated this creditable operation in an improved manner, this time in the proportion of 6 to 1. So that the holder of a £1 share in this model concern, a few years ago, is now the holder of a "converted" share of the nominal value of *Ten Pence Sterling*, and my advice to them is that if they can get anyone to give them an honest "Three-penny bit" for them, to jump at the offer, because I can see in the distance and not very far off either, a clique of debenture holders, who, I know it to my cost, are possessed of a large mouth (in contrast to their brain, which at best, as I found it, is not much developed), a mouth which a "tenpenny share" seems hardly good enough to close upon, so they only wait for a more convenient moment and a more profitable bite.

And now in conclusion, so as not to pass altogether over your lengthy comments on the merits of the Singer strife, allow me to say that I altogether disagree with you. Your whole arguments and comments are personal opinions of your own, to which you are fully entitled; on the other hand, I am quite sure as an independent trade paper you will not close your columns against contrary views, which are, to say the least of it, equally sincere as your own.

Having made up my mind to push business with all the vigour as of old, I look forward to the pleasure of giving you occasionally some good hard honest knocks, where we differ on trade questions, and I sincerely hope my so doing will not prevent our meeting personally in perfect harmony.—Believe me, yours faithfully,

HERMANN LOOG.

85, Finsbury Pavement, London, December, 1893.

RE THE SEWING MACHINES CO. OF INDIA.

TO THE EDITOR OF THE "SEWING MACHINE GAZETTE."

SIR,—Our attention has been drawn to a paragraph which has appeared in your esteemed journal of October last concerning our business. We have reasons to believe that the paragraph under question is the outcome of false information maliciously conveyed to you by some of our competitors in order to injure us. The material contents of the paragraph are unwarranted by facts and are most misleading, and we request that in strict and fair justice to us and our business interests, you will be good enough to insert this letter in the next issue of your journal, so that the broad facts of the matter, as they stand, may be brought to the notice of those concerned in the sewing machines trade.

The Sewing Machines Company, Limited, as originally incorporated on 10th August, 1892, had taken up

the business of a well-known merchant, Mr. Rustomji, N. Rustomji, at Colombo, Bombay, Secunderabad, and Karachi, and had started under fairly good auspices, and with considerable prospects before it, 99 shares of the value of 50 rupees each having been subscribed, in addition to 260 fully-paid-up shares which were agreed upon to be allotted to Mr. Rustomji N. Rustomji, for stock, &c., taken over from him. The attention of the agents was drawn by the Solicitors of the Company, appointed by the Directors subsequent to the registration of the Company, to certain legal flaws in the formal registration of the Company. They were further advised to get the Memorandum and Articles of Association of the Company amended in respect of certain important clauses on no other but purely technical and legal grounds. Under the circumstances, it was resolved to re-construct the Company, and a number of applications for shares in the Company had necessarily to be refused. The whole matter of re-construction was settled through the Company's Solicitors in consultation with Mr. Macpherson, an eminent local counsel, and the Company was re-constructed under the same name as before. It took up the going business of the old Company, as a matter of course, and was registered on the 14th February, 1893.

Since the registration of the re-constructed Company, two more branches of the Company's business centres have been opened at Poona and Lahore, and there are now altogether five branch offices of the Company, besides the Head Office at Bombay, carrying on a fairly lucrative trade in sewing machines.

Finally we have pleasure in stating that shares of the aggregate value of nearly 19,000 rupees have been already subscribed, of which 18,000 rupees are paid-up, and more applications for shares are gradually coming in.—We remain, Sir, yours faithfully, for the Sewing Machines Company, Limited,

R. N. RUSTOMJI AND CO.
(Agents).

Bombay, 17th Nov., 1893.

THE STORY OF THE SEWING MACHINE

Mr. Newton Wilson continues his serial in our present number, although few persons know the agony he suffers through his incurable complaint and his frequent nearness to death. Our readers will recognise, however, that he is doing the trade a lasting service by recording its history, and we sincerely hope that he may live to complete his task. It is unnecessary for us to state that no man living other than Mr. Wilson could have written the "story," simply because no one else has had his experience.

Mr. Wilson is particularly anxious to be accurate in every detail, also complete in all matters of importance. He wishes us to state that should any reader find the slightest error in his articles, he will consider it a special favour to be notified of the same. He is now no longer commercially interested in the trade, and has, therefore, only one object to serve, viz., to act as the honest, just, and fearless historian of the trade. Not only will he be grateful for corrections where necessary, but he invites criticism from any quarter whatsoever.



Section

Messrs. J. Malcolm & Co., of Bayham Street, N.W., have applied for a patent for a new action for American organs, which can be more readily removed from the case for purposes of repair.

* * *

One of the latest and most novel designs in pianos is that of Messrs. Sandon & Steedman, of 14, Charlton Street, N.W., the wood being lacquered and decorated in the Japanese style.

* * *

The well-known Bell Organ and Piano Company, of 95, New Bond Street, W., are introducing a new model in organs called the "Boudoir." The case is fitted with a number of bevelled mirrors, and is exceedingly handsome.

* * *

The Kimball & Morton organs can now be had wholesale from Mr. R. M. Marples, of 7, Cripplegate Buildings, Fore Street, E.C., who keeps in stock a full range for the convenience of dealers.

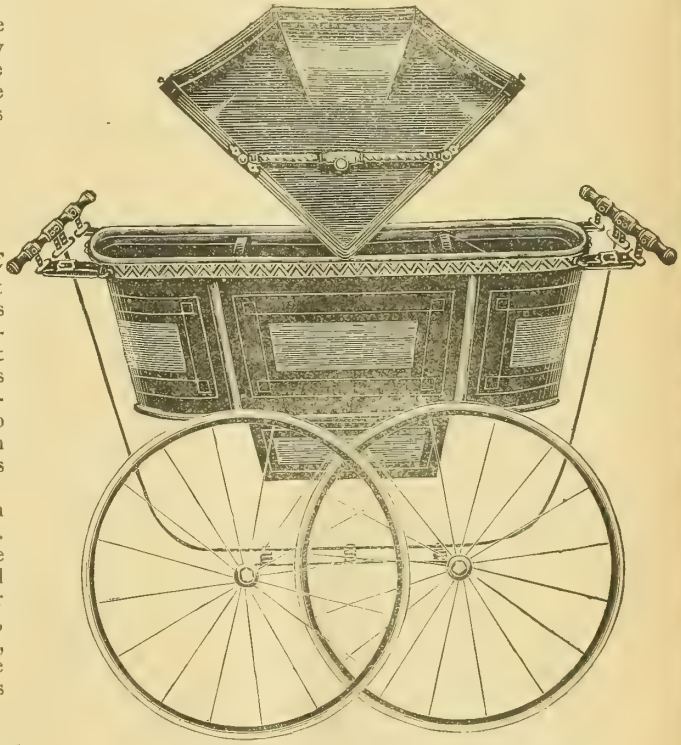
A change has taken place in the constitution of that well-known small goods firm, Haynes, Foucher, & Co., Lim., Gray's Inn Road. Mr. Foucher has retired, and is now trading on his own account at 54, Mortimer Street, W. Here he will be able to supply stringed and wind instruments and accessories promptly and at moderate prices.

* * *

Messrs. John Gough & Co., of 20, Cross Street, Swan Street, Manchester, have sent us a copy of their new catalogue of pianos and organs. It contains illustrations of a variety of instruments to suit all classes of trade. This firm deals exclusively wholesale, and are agents for a number of first-class makes of both organs and pianos.

* * *

We have recently tested the "Clarion Pianoforte Attachment," the joint patent of Messrs. Mann and Dawkins, the former a Colchester piano dealer, and the latter connected with the well-known small goods firm, Thomas Dawkins & Co., 17, Charterhouse Street, E.C. The object of this invention is to convert an upright piano into a reed instrument without interfering with its qualities as a piano. The inventors succeed in their purpose by such ingenious means that the attachment can be applied to any existing cottage piano without structural alterations. The tone produced partakes somewhat of the nature of a clarionet or flute, and is most pleasing. The invention can be described as follows:—A sound board, enclosed in a box containing the reeds and the pallet action is placed inside the piano, either on the top of the damper rail or upon supports above the same, and is connected with the back part of the keys inside the instrument. A vertical bellows, consisting of a feeder, is placed inside the lower part of the instrument in front of the strings, and the wind is conveyed by a tube of India rubber. A neat movable pedal, placed in front of the instrument, is used to work the bellows, and all that is necessary to start the playing is to operate the bellows by means of the foot, and the keys in the usual way, and both the piano and reed instrument are then heard with striking effects.



THE S. AND F. "HAMMOCK" PATENT.

As our readers well know, Messrs. Simpson and Fawcett are now in full possession of their patent rights as regards their "Hammock" carriage. This position has been attained at such heavy cost that they intend, we hear, to leave no stone unturned to reap the full benefit of their ingenuity. This accounts for the fact that they are now proceeding very energetically to stop all infringers, and that several firms have already paid damages for infringement.

It is well, therefore, that both manufacturers and dealers thoroughly understand that carriages can only be made according to this patent by the original patentees, and by Mr. Leon L'Hollier, of Bath Passage, Birmingham, who holds a special licence to manufacture.

Mr. L'Hollier has got out for the coming season no less than 33 new designs on the Hammock method of suspension, one of which we show herewith, and two others appear on another page.

JOTTINGS

Mr. J. H. Wiber, late of Forest Gate, has just opened a Domestic Machinery Store, at 48, High Road, Balham, S.W.

* * *

Manufacturers of cycles or perambulators may be interested to know that the Agence Generale Velocipedique, of 3 and 5, Rue de Roanne, St. Etienne, also of Lyons, are open to accept agencies from British firms. The Agence has been established seven years, and supplies first-class references.

* * *

One of our subscribers recently disputed an account for a cycle, and the manufacturer sued him in the county court and got judgment for same. Curious to relate, a few days later he received a letter from a financial agent, offering to advance money to clear off his liabilities if he was short of cash, and if his creditors were pressing, to "assist you in many ways." This kindness from a stranger is quite touching, and our friend did quite right, we think, by declining to have anything to do with the writer.

* * *

We are frequently asked where the "Bedford" Sewing Machine can be obtained, and therefore consider it desirable to state that Messrs. Sellers & Allen, of 12, Walbrook, London, E.C., are the wholesale agents for same.

* * *

An International Cycle Exhibition is to be held in Brussels from the 24th of March to the 8th of April. Particulars can be had of the Secretary, 36, Boulevard Anspach, Brussels.

* * *

An International Exhibition will be held in Antwerp next year. Mr. De Courcy Perry, the British Consul at Antwerp, will supply particulars on application.

* * *

Mr. James Clegg, the well-known New Zealand perambulator manufacturer, writes us that his business has so increased of late that he has been compelled to remove to larger premises situated at the corner of High and Tuam Streets, Christchurch, New Zealand.

* * *

The Bream Supply and Exchange Tea Co., of Bream, Gloucestershire, send us their trade card, which says "anything supplied from a needle to an elephant." We do not know the extent of their trade in elephants, but they appear to be doing a good business in domestic machinery.

* * *

Under the style of "The Universal Agency, Mr. Hermann Loog, manager," 85, Finsbury Pavement is once again opened as a Perambulator Warehouse. We are told, however, that cycles, sewing machines, wringers, gas engines, and electric light installations will form departments of the business at an early date.

* * *

Messrs. Long & Co., of 101, Elizabeth Street, Melbourne, extensive importers of Sewing Machines, are always pleased to receive proposals of agencies for domestic machines.

* * *

Messrs. W. J. Harris & Co., Lim., have just opened a new depôt for domestic machinery, close to Forest Gate Station.

* * *

Mr. C. Peachey, of Middlesex Manufacturing Company fame, and latterly manager for Messrs. Boyd & Co., of Holborn, is no longer with that firm.

A BAD CASE OF "PRICE-CUTTING."

An anonymous correspondent sends us a copy of a Greenock newspaper containing the advertisement given at foot, and says that the manufacturers, whoever they may be, supplying machines to be sold in this fashion, are acting antagonistically to their own interests, as well as to those of the regular dealer. We suppress the name of the advertiser, but copy the exact style of his advertisement.

£2,000 SAVED

We beg to call the attention of our numerous customers, and others who have not yet visited our warehouse, to the fact that from now till the 20th December we are prepared to sell to all comers a £6 10s. medium sewing machine, by a well-known maker, for the extraordinary price of £2 9s. 11d. This sewing machine is not a toy, but a full-sized treadle machine, of superior finish and handsome design.

On reading this advertisement we have no doubt but that many will say what a certain Greenock gentleman said when his good lady informed him about the value we were offering in sewing machines, namely, "You are havering, woman! it must be a toy at that price." But, with the persuasiveness which women usually possess, she prevailed upon him to come down to our warehouse and see for himself. I need scarcely add that as a result of this visit he purchased one of the above machines. We invite you to come and inspect them, and observe, should you not find it convenient to purchase one now, by leaving your order, with a deposit of 10s., before the 20th of December, we agree to deliver one of these machines to you upon payment of balance any time between now and 20th March, 1894. Cost of above machine, if bought on hire system, £6 10s.; our cash price, £2 9s. 11d. —effecting for the purchaser a saving of £4 0s. 1d. The saving hereby-effected on one machine is not a very large sum; still there are not many of us who can afford to lose even that. But let us take and combine the amounts which would have been saved to 500 of the householders who at present possess a sewing machine, which they purchased on the present popular system, and the result shows that they would have effected a saving of £2,000 had they purchased it.

A BRADBURY SOCIAL GATHERING.

On December 21st the employés at Messrs. Bradbury & Co's., Birmingham Depot were entertained to a substantial tea at the Temperance Institute, Corporation Street, Birmingham, by the late depot manager, Mr. G. W. Owen, who has been appointed travelling superintendent of depots. After a substantial repast, served up in splendid style, and to which ample justice was done, on the motion of Mr. J. Vale (Wednesbury) Mr. Shuttleworth was voted to the chair. In opening, the Chairman stated that he was pleased to see so many present on that occasion, as it showed there must exist a good feeling between managers and employés. Messrs. Vale, Green, Hall, Rayner, Faulkner (Walsall), Davies (the company's traveller in the tool trade), and Mrs. Hall and Mrs. Woodyet then entertained the company with songs, recitations, and sketches. Subsequently Mr. Allen (Northampton), proposed "Success to Bradbury & Co.," and stated that with what the company had now to put on the market no man need have the slightest doubt but that he had the best English machine in the market to sell, and might go out to the public and offer it with confidence. This toast was supported by Mr. Davies, Mr. Owen, and Mr. Shuttleworth, and drunk with enthusiasm.

Mr. Vale then proposed a vote of thanks to Mr. and Mrs. Owen, and said that when Mr. Owen first came to Birmingham as manager, he (Mr. Vale) was afraid they were going to have one who would make their position miserable, but he was very pleased to find he had been mistaken, as Mr. Owen had proved most genial and a great help to the men who worked under him and acted most impartially to all. He therefore wished him every success and prosperity in his new position. Mr. Anderson seconded the proposition, Messrs. Davies, Evans, and others supported, and it was carried with acclamation. In reply, Mr. Owen thanked them all for their kind feelings toward him and Mrs. Owen. He was very pleased to hear the expressions of cordiality, and to tell them that the Bradbury Company were in a better position to-day than ever they were, and as they prosper so would the employés from lowest to highest. They would find in a short time they would have better facilities for selling than ever, and trusted every man and woman would work honestly and fairly for the firm, then success was bound to follow. Other gentlemen gave their experiences of the trade, and a neat and encouraging speech from Mr. Shuttleworth brought a most enjoyable evening to a close at eleven o'clock.

THE WORLD'S FAIR.

No. IV.

Sewing Machine Section (*continued*).

Crosby & Kellogg. Pat. No. 37,033, Dec. 2, 1862.

An ordinary twin-needle sewing machine is provided with devices for forming crimps in a strip of cloth, the crimps being secured by two rows of stitches. The crimper blade is actuated to form the crimps through intermediate connections from cams on the main shaft and is spring retracted. The presser-foot and table hold the goods at rest while the crimp is being formed and the presser-foot alone serves to smooth and flatten down the crimps as they are formed. One cam on the main shaft forces the blade forward to form the crimp against the presser-foot, and another cam gives to the blade an additional forward movement to carry the crimp under the presser-foot where it is held and stitched.

W. O. Grover. Pat. No. 37,502, Jan. 27, 1862.

Form of Grover & Baker machine, at one time largely in use. Horizontal main shaft carrying feed-actuating cam, arranged directly under feed-bar. Crank on said shaft actuates a bell-crank carrying needle above cloth-plate. Curved oscillating needle carried by vertical shaft beneath cloth-plate, actuated by projection on end of lower arm of bell-crank. Two threads employed.

J. A. Pipo. Pat. No. 37,550, Jan. 27, 1863.

An early machine for forming and sewing a ruffle between two folds of cloth at one and the same operation, the ruffle and both pieces of cloth being secured by an ordinary seam. The machine has, in addition to the ordinary ruffling-blade and the stitch-forming mechanism, three guides—one for each of the folds of the cloth and an intermediate guide for the strip to be ruffled.

A. B. Howe. Pat. No. 37,913, March 17, 1863.

Substantial representation of Howe machine as it went into market. The "box" carrying the needle-bar is adjustable by screw and spring to bring needle into desired relation to shuttle or hook. Lever, operated by cam on main shaft, presses upon needle and prevents shuttle striking and breaking same. Compound levers, operated by eccentric, constitute friction-clutch for operating feed-wheel.

L. W. Langdon. Pat. No. 39,256, July 14, 1863.

Teeth of feed-dog arranged vertically. Rise and fall of feed-bar given by cam on shuttle-thread manipulating hook. Feed movement derived from vibrating lever, pendent from feed-bar, operated by lever which receives its motion from eccentric on main shaft. Arm on short shaft, connecting with vibrating lever, regulates extent and reverses direction of feed. Vibrating catch-lever operates on feed-bar-operating lever to arrest feed movement at each alternate operation of needle.

S. J. Baird. Pat. No. 97,858, Dec. 14, 1869.

The first patented button-hole attachment to be put on the bed-plate of an ordinary sewing machine to feed the material in the proper path to enable a button-hole to be stitched. The attachment is operated by the reciprocations of the needle bar.

Hurtu & Hautin. Pat. No. 98,064, Dec. 21, 1869.

An early French machine for sewing harness, &c., with wax-thread. A lock-stitch is made by means of an eye-pointed needle and a revolving hook carrying the needle-thread around a bobbin-case or "shuttle." The needle and awl have a vertical reciprocation and a horizontal rotary reciprocation, and are operated alternately in order that the needle may pass the thread through the hole just previously made by the awl.

HERMANN LOOG,

85, Finsbury Pavement,

LONDON.

In view of the confusing information circulated on the subject lately, and in response to numerous inquiries, I have issued a correct, comprehensive, and up-to-date pamphlet respecting the rights of anyone to the use of the word "Singer," and I will send it free of charge to anyone on application.

To my old friends and customers "A Happy and Prosperous New Year!"—HERMANN LOOG.

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By the Test of Time.

Guaranteed
By Our Past Production.

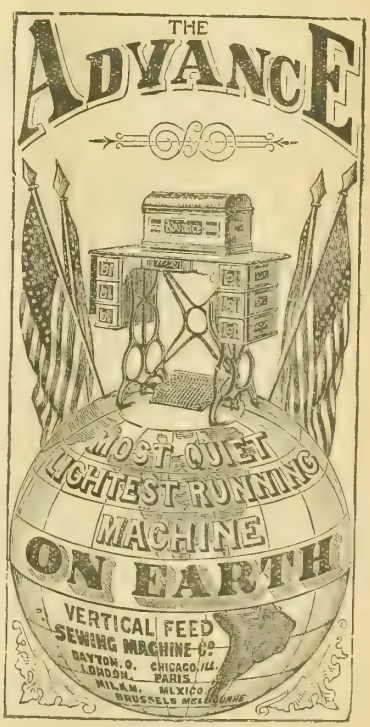
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FAMILY SEWING, EMBROIDERY AND DECORATIVE ART WORK,
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DAYTON, OHIO, U.S.A.





HINTS ON REPAIRING AND ADJUSTING SEWING MACHINES.

[COPYRIGHTED.]

A Convenient Kit.

BY O. N. E.*

Among the stacks of good advice given in the "Hints," both those published by the *News* some years ago and those printed in the numbers of the present year I have looked in vain for a description of a "kit" that shall be at once large enough to carry what is needed and yet be small enough to carry without assistance. I have seen various kinds and styles, some of them large enough to contain a whole machine head and constituting a load for a mule. Again, I have seen them that were small—so small that a four-inch hammer could find no place therein. And they were made of all kinds of material and by all sorts of craftsmen. Wood, tin, leather, and carpet entered into their makeup. The objection to wood is that it is too heavy if thick enough to be sufficiently strong, and this thickness robs you of space inside unless a size be accepted that will have the objection again that it's too bulky. Tin is durable and thin enough to admit of making of proper size, but has the objection that it is noisy, the tools, etc., rattling when being carried, and if it receive a knock or bang from the outside, the injury is lasting. Leather is very expensive, if heavy sole leather be used, and the thinner kind requires a wooden box—more loss of space and waste of material. The carpet bag savors too much of the plumber or carpet upholsterer, and is inconvenient in many ways. After seeing and examining all these different kits, I made myself one that will last me, with occasional repairs, as long as I shall be able to go out repairing sewing machines.

Before explaining how this most excellent kit is made, I will answer the question possibly raised by some repairers, *i.e.*, what need has a repairer of a kit? Why not do the work at home in his shop? That is without dispute the best place to do it, when possible, but it is not always possible. It often happens that a number of machines are to be repaired in some factory where a machinist is not constantly in attendance. Then you must take your tools with you, for if you depend on finding what you want there you will get most awfully left. There may be some there, but they won't suit you, and you can't get along as well with them as with your own. Again, you may be called to a town in which there are a number of machines to be looked after that are scattered about in twos and threes, the property of small manufacturers of shoes, clothing, &c. At such places you will never find even a screwdriver that you would use. Hence the necessity of carrying your own with you, and carrying them in a manner that will be convenient in every sense. Now then for my kit. It is made of stout pasteboard, measures five by thirteen inches on the bottom, and is ten inches high. One of the sides extends only half way down from the top, and a second bottom is placed there. In this receptacle, at each end, is a cleat of thin wood secured with glue and rivets to the outside, so adjusted that a tray two inches deep rests on them flush with the top. This tray is also of pasteboard, but not as heavy as the main box. Rings are secured to each end by loops of cloth by which it can be lifted out. In the chamber below this tray I carry all my large tools, such as hammers (2), monkey-wrench, hand vise, large screwdriver, &c. In the tray itself I carry my pliers of different sizes, beltpunch, and other small tools.

In the lower five inches of the main box are three drawers extending the entire length of the box, the top one of which is one inch deep, the next one an inch and a half, and the lowest one two and a half. When these drawers are pushed all the way in they admit of a flap, hinged to the upper part of the box, closing flush with the rest. The drawers are made of pasteboard the same as the tray, with bottoms as heavy as the outside of the box. The top drawer has a partition running across it the narrow way, and one extending from this lengthwise to the end, making one large compartment and two smaller narrow ones. In the latter I keep small files, and drills and taps, reamers, countersinks, etc. Other small tools of various kinds find a place in the larger compartment. The next drawer is divided up into a number of compartments of different sizes for carrying parts of machines, pieces of material, like bits of wire, brass, steel, German silver, and the like. Very small parts I carry in little paper boxes, and needles in labelled envelopes. The bottom drawer is given up to miscellaneous purposes, and in that I generally carry things too large for the other drawers, some wiping waste, round belting, and a small alcohol lamp. I forgot to mention among the tools kept in the large box at the top a hand drill stock. This I have arranged so that handle and crank-handle can be removed, and the tool, usually very bulky, can be put into very small space. The drawers rest on brass runners, made of sheet metal, in angle form, secured to the main box by rivets. They are strong, afford a resting place of three quarters of an inch wide on each end, and yet so thin that the drawers do not have to be made much lower to allow for them. Of course the lowest drawer rests on the bottom of the box.

There you have a general description of my kit as far as general arrangement goes. Now for construction. The outside box is made of pasteboard a little less than an eighth of an inch thick. To make the corners sharp I mitred the joints, and then secured them by gluing strips of strong, but fine, linen on the inside and outside. The strip securing the bottom of the upper chamber to the five inch side is cut at several places to allow pieces to extend down on the flap to serve as hinges. All joints in the drawers and the tray are reinforced in the same way. All inside work is then covered with smooth, strong paper, not too thick, and the outside with black cambric or calico, secured with good paste. Metallic corners can be put on the bottom if deemed necessary. These can be procured at hardware stores. I do not think them essential. There you have my box—now for the cover. This is just enough larger than the box itself to entirely cover it clear to the bottom, or within perhaps a quarter of an inch of it. This is of pasteboard not quite as heavy as the box, and is covered with bookbinders' leather. Any thin leather will answer equally well. A stout leather handle, secured to the cover with small bolts or rivets (with large heads underneath), supplies the means of transportation, while two straps, with buckles, passing through the ends of the handles and around the box effectually close it. I have never had occasion to carry more in it than the dimensions of the box will accommodate, but if need be the cover can be extended, giving extra room.

A kit of this sort can be made by any handy man, with such variations as to size and other conditions as may suit his case; is not expensive, for the pasteboard need not be new; and, if he likes, he can make it very ornamental. If carefully made it will last for years, as corners, when they get worn, can be easily recovered, and that is about all there is to wear.

* The New York *Sewing Machine News*.

NOTHMANN'S WASHING MACHINE.



WE illustrate a new washing machine which Messrs. Nothmann, the well-known Berlin sewing machine manufacturers, are introducing into this country.

This machine is of a type very popular in Germany, and by no means unknown in this country. It is operated, as is too obvious to need pointing out, by moving the lever backwards and forwards.

Mr. E. Rausnitz, of 56, Doughty Street, London, W.C., is the wholesale agent, and he will supply full details on application

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AGENT — MR. E. E. JENKINS.

Special Show Day Every Friday.

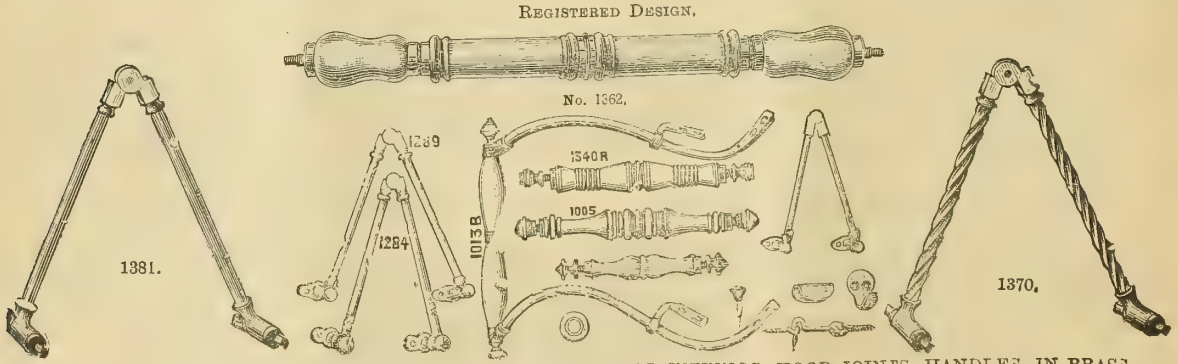
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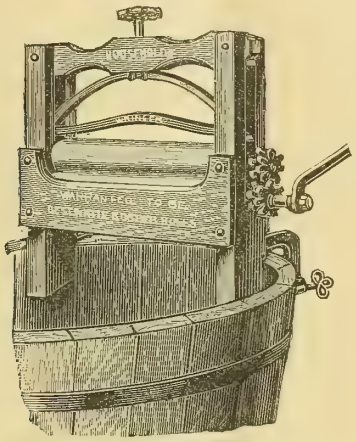
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American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

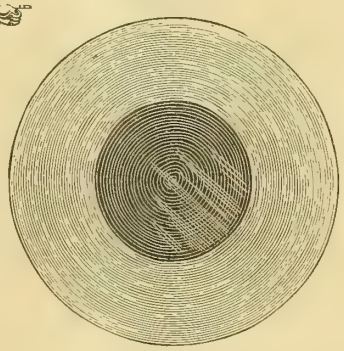
The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS?

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



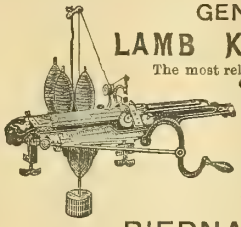
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

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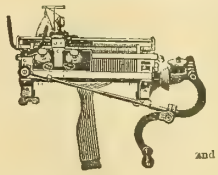
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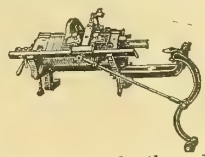
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AMERICAN ORGAN AND HARMONIUM MANUFACTURERS,

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First-Class Quality. *Low Prices.* *Latest Improvements.*

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The New ROTHWELL KNITTER

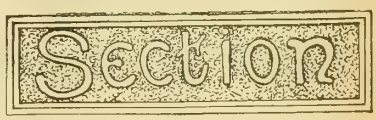
is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.





THE NATIONAL CYCLE SHOW.

Closely following on the footsteps of the "Stanley," the National Cycle Show was held at the Crystal Palace during the past month, opening on the 1st and closing on the 9th of December. Compared with its predecessors, it certainly showed increased patronage, notwithstanding the prohibition against any firms who exhibited at the "Stanley." The total number of exhibitors, however, is expressed by smaller figures than the "Stanley" which had in November last 360 supporters as against 236 firms which occupied stalls at the "National.' Further analysis discloses the fact that the exhibitors of complete machines numbered at the "Stanley," 140, and at the "National" only 100. In the accessories section the "National" received less support than its rival, but in the tyre and rubber department the difference was less marked.

From a spectacular point of view the Palace show was generally ranked first, although the credit in our opinion, is more due to the building than to the arrangements of the exhibits. Beyond question the "Stanley" exhibits were more compactly displayed, and, after all, the convenience of the trade is of more importance than mere appearance.

As to the volume of trade done we do not think that either of the two shows were satisfactory to the exhibitors. It is always very difficult to get at the real truth as to the

actual orders booked with a manufacturer during the run of an exhibition. Many of them have a habit of adding mere inquiries, based on a possible large order, to the number actually sold and thus arrive at large figures, which are given to the investigating journalist in perfect good faith. Occasionally, however, it is possible to get at the cold-blooded truth, and then the figures often merely represent less than the outlay the exhibitor has been put to for stall space, printed matter, and attendants.

We had many opportunities of talking over this question with exhibitors at both the "Stanley" and the "National," and at both shows the majority complained that dealers are becoming less and less inclined to give large orders on the spot, their visits being more due to a desire to inspect than to purchase. In other words these enterprises are becoming less marts than mere shows.

Nor is this surprising. The actual manufacturers of cycles primarily for sale through dealers now number upwards of 200, and very often the worst machines are exhibited by the best salesmen, as many of the largest makers secure as salesmen winners of races, because of their prowess on the racing path, although the ability to send round a wheel faster than other men cannot possibly in itself bespeak commercial gifts. But the cycle trade is notoriously conspicuous for inconsistencies and false notions and the public are proverbially easily gulled. For instance what possible connection is their between a racing machine and a roadster? And how does it follow that because one firm can produce a machine lighter than another and at enormous cost get that machine pedalled home ahead of all its competitors that therefore that firm can necessarily manufacture a first-class roadster? We entirely fail to understand the logic of such reasoning, yet it is one of the fixed ideas of the trade. Perhaps some day the public will wake up to the fact that there is no more connection between a racer and roadster than between a race horse and a dray horse. They both have their uses, but they are never interchangeable.

THE TYPE OF MACHINE.

There can be no doubt as to the type of machine for 1894—the Humber pattern safety. The geared-ordinary was exhibited on several stalls, but mostly in a way which seemed to say that the firm had little faith in it as a saleable machine for the coming season, and our advice to dealers is to leave it severely alone. Do not on any account stock it, and if you get it to order let it be a cash transaction between you and the customer. We think it highly probable that tandems will sell well in the immediate future, but to stock them means a large outlay on a single machine, and since they are in their infancy, there is a great risk of being left with old patterns through the improvements which are rapidly and constantly taking place. We observed that most manufacturers are using tube of larger diameter not only for the frames, but also for the handles, and that strength rather than mere lightness is being increasingly considered. By narrowing the brackets and doing away with the pedal nut, and placing the pedal close to the crank a narrower tread is obtained, and this is considered so desirable that many manufacturers have adopted it for their new machines. On a number of stands, notably those of Humber, Howe, Coventry Machinist's, the two Starley's, Raleigh, and the Centaur Company considerable prominence was given to a high frame machine, commonly called the "Giraffe." Never before, we should surmise, has so much attention been shown to ladies' safeties; they were to be seen at most of the stands.

Among the other noticable features was the increased use of gear cases with oil baths which were mostly of the detachable type. One objection to these is their liability to leak. Mr. John Marston is fitting to his "Sunbeam" one of the Carter pattern cases which is at once oil proof and easy to detach. Among the more easily detachable cases is the "Humber" which they state will not leak. The Premier Company also showed a case of their own invention which is said to be thoroughly practical.

Many of the machines on show had detachable chain wheels, such as the Tower safety which screws on and is secured by a nut, and the "Triumph" in which case the chain wheels and crank are made in one piece secured by a pin.

We observed also that detachable brake fittings were largely in use. The Howe Company showed a guard made of aluminium. Most of the guards on show were detachable by simply turning a couple of screws.

The introduction of the pneumatic tyre has given a great impetus to brake invention, and several varieties were to be seen. Among these the Hall was the most conspicuous, as it is the best known. Most makers appear to favour rubber or metal rollers, but there are two genuine novelities to be seen, of which much is likely to be heard in the future. We refer firstly to the "Roper" which depends upon the frictional powers of stiff bristles applied in the ordinary way. The other is called the "Gardner," and is a band brake put in operation by back pedalling.

The "Pugh" rim attracted great attention as it appears to be a step in the right direction. The rim is absolutely jointless and hollow and is spun from sheet steel.

THE TYRES.

The Tyre Section was, of course, the great centre of attraction, but among the 33 or 34 varieties of tyres on show there were few possessing striking novelty or excellence. At stand 224 there was to be seen the Whaleite Sponge Tyre invented by Mrs. A. M. Wood. It is a solid tyre of extraordinary resiliency, due, it is said, to its peculiar composition, which includes whalebone dust.

Among other exhibits were the Preston-Davies, Torrilhon, Michelin, and the Seddon, most of which have been slightly altered or improved.

Much curiosity was naturally directed to the Dunlop stand, as the parent company no doubt strain every nerve to keep abreast of their competitors. We find that the roadster pattern for the coming season will differ very little from that of last year, and is, therefore, of the detachable type.

A number of tyres such as the "Stead," "Imperial," "Lindner," "Armstrong," and the "Bodinar," were shown for the first time, but their chances of a successful career are, we believe, in every case very remote. Not that they are wanting in merit, but now that there are upwards of sixty distinct pneumatic tyres on the market, it is obviously impossible that one-quarter of them can find a sale. Inventors seem to forget that the differences between one tyre and another are as a rule so trifling that the public cannot possibly be expected to comprehend them. Further, that neither manufacturers nor agents can be expected to keep in stock more than two or three varieties of tyres, and those the most popular. It follows then that the success of a new tyre is dependent mostly upon mere public request, and in order to produce this enquiry so much money must be spent in advertising, and in record work, as to entirely take the "gilt off" any business that really results. In our opinion dealers should only stock, say, a few "Dunlops," and two or three "Clincher's" or "Nedderman's," which are thoroughly reliable, and cannot possibly result in bad stock.

EXHIBITORS OF MACHINES.

We cannot possibly describe the whole of the stands devoted to complete machines. Of course, the leading makers, such as Humber, Coventry Machinists Company, Centaur Company, Triumph Company, &c., were worthily represented, but so uniform were the patterns that practically a description of one stand could apply to the remaining 99.

There were no less than three manufacturers of sewing machines exhibiting cycles of their own manufacture. Among these was the Eclipse Machine Company, of Oldham, formerly known as Shepherd, Rothwell, & Hough. The seven "Rothwells" on show bore evidence of that attention to detail which is indispensable in a sewing machine factory. Lightness, combined with strength, not forgetting superior finish, was very noticeable in connection with these machines.

Close by this stand were staged five machines made by Bernhard Stoewer, the well-known Stettin sewing machine manufacturer. They were built on English lines entirely, and could readily have passed for Coventry goods. Mr. Peth, who was in charge, told us that his firm had only been making cycles a few months, which would seem to render certain immediate success, considering the excellence of what was almost the first fruits of their cycle department.

THE

EXHIBIT

OF

◆ STAR ◆

BABY CARRIAGES

AND

MAIL CARTS

AT THE

STANLEY SHOW

WAS THE

TALK OF THE PLACE.

Dealers should not fail to see our latest Novelties before placing their Orders for the New Season.

New Illustrated Catalogues ready January 1st, 1894.

STAR MANUFACTURING CO.,

STAR WORKS, GOODINGE ROAD,

LONDON, N.

The other sewing machine house exhibiting complete cycles was the White Sewing Machine Company. Their exhibits comprised fifteen machines, most of which were "Wincycles," which during the past season enjoyed remarkable success. A very large number of our readers have already secured the agency for these machines, and know them to be built on the very best lines and to give complete satisfaction to their customers. The "Triumph" is another machine which was on view at this stand, and it is superfluous for us to state that it has for two or three years past been considered as entitled to front rank.

No doubt many of our readers visited the stand of Mr. Harry S. Roberts, of Deanshanger, Stony Stratford. Here were displayed a dozen "Condors" in a manner which shows our friend's taste in design and finish, to be by no means confined to cycles. His stand was one of the handsomest in an exhibition conspicuous for tasteful arrangements. Mr. Roberts specially caters for a middle-class trade, turning out a thoroughly reliable safety, with "Dunlop" or "Clincher" tyres, at something less than £20. Another feature of his business is his special terms to agents, under which dealers can take orders on instalment terms, and, if approved of, be paid a handsome commission at once. Nor have agents any further trouble, as Mr. Roberts himself attends to the payments.

We should not omit to state that Mr. Lohmann, the well-known sewing machine importer, &c., had a most comprehensive exhibit of accessories. To enumerate them would be next to impossible, as this firm deal, wholesale only, in everything required by agents or repairers, and, in addition, have a new pneumatic tyre, the Veith, which has been much commended by the trade.

BRADBURY'S CYCLES.

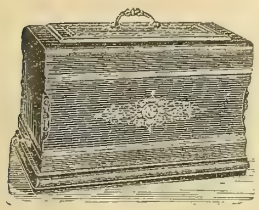
For some months past there have been rumours in the trade that Messrs. Bradbury & Co., Limited, the well-known sewing machine manufacturers, were completing arrangements for adding a cycle department to their existing extensive business. During the recent cycle shows quite a number of persons hailing from Oldham and elsewhere were good enough to apprise us of this new enterprise, and since the knowledge is now so widespread we shall delay no longer our announcement that it is a fact that the Wellington Works, Oldham, will shortly be renowned not only for sewing machines and bassinettes but also for a high grade of cycles, to be called, we believe, the "Wellington."

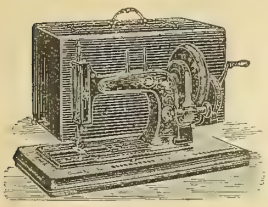
Messrs. Bradbury will start with immense advantages over their competitors. In the first place they are the oldest European manufacturers of sewing machines, and possess one of the best equipped factories in the world. This means more than appears on the surface. To manufacture a sewing machine at the present day requires, beyond doubt, the very highest level of mechanical skill, and the best adaptation of means to ends in order to attain accuracy of adjustment at a low cost of production. This accounts for the fact that nearly all of the successful Continental cycle manufacturers are also makers of sewing machines, the former department having been engrafted on the latter.

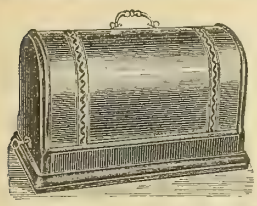
But Messrs. Bradbury's advantages do not stop here. They have for years been extensive makers of tools and machines for engineers, and have supplied many of the most successful cycle manufacturers with plant. Thus they may almost be said to start with a long experience of cycle manufacture, which, combined with the fact that they have in their employ a number of mechanical experts of tried ability, give additional importance to their new departure.

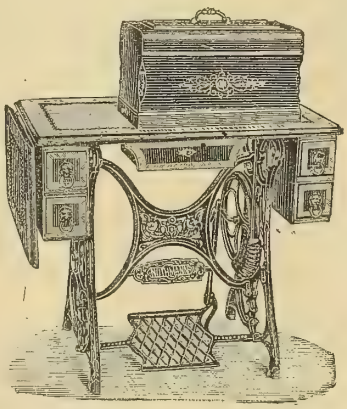
Of course, Bradbury's will aim to produce for their cycles a reputation equal to that they enjoy for their sewing machines and bassinettes; in other words manufacture only sound, reliable machines. They are commencing somewhat late in the day compared to the other sewing machine manufacturers, but history is made quickly in the cycle trade, and the "Wellington" cannot fail to quickly overtake many older machines.

NOTHMANN Sewing Machines.









All important parts are adjustable and of the best quality.

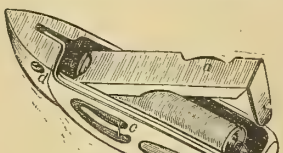
Several valuable improvements. First-class workmanship. Silent Action. Great Durability.

NOTHMANN'S

NEW SHUTTLE WITH LID.

With this new shuttle the insertion of the reel and fixing of the thread is exceedingly simple.

Open the lid at the part marked *a* and turn it forward, the reel is then liberated, and will fall out behind.



The new bobbin, which should not be overwound, is placed in the shuttle from *behind*, leaving about two inches of loose thread out, then press down the lid until it closes with a slight click, and draw the end of thread forward through the slit *b*, until it comes out under the tongue *c*, and flows over the same. The tension is regulated by the screw *d*, for which the small screwdriver is provided.

GEBR. NOTHMANN, Sewing Machine Factory, BERLIN.

SOLE AGENT FOR THE UNITED KINGDOM, *E. RAUSNITZ, 56, Loughty Street, LONDON, W.C.*

Illustrated Price List free on application. Sub-Agencies for any town or district arranged.

RECENT CHANGES IN THE TRADE.

Birmingham.—Mr. Thomas Avery, ironmonger, Sherlock Street, has given up the sale of mangles.

Bolton.—Mr. Joseph S. Sugden, described on his letter paper as "wholesale and retail clothier and sewing machine agent," has given up the latter department.

Ealing.—Mr. W. J. Cocks has closed his cycle depot in High Street.

Kirkham.—Mr. J. Singleton, dealer in cycles and domestic machinery, has closed his branch in this town, but continues his business in Lytham.

Middlesbro'.—Messrs. R. W. C. Huggins & Co., cycle and perambulator dealers, have removed from Linthorpe Road to Yorkshire Bank Chambers.

Newport Pagnell.—Mr. Geo. Salmon, gunsmith, 4, High Street, now sells prams. and sewing machines in addition to cycles.

Petworth.—Mr. B. S. Austen, ironmonger, Market Place, has given up the sale of sewing machines, but continues to sell mangles.

Pontefract.—Mr. Jonas Batley, of Northgate Works, maker of mangles, has taken up the sale of cycles.

St. Albans.—Mr. Geo. Humphrey, dealer in cycles and sewing machines, 22, St. Peter's Street, has closed his premises.

Stockport.—Mr. H. Forrester, dealer in cycles, knitting, washing, and sewing machines, has removed from Great Underbank to 32, Dundonald Street, Heaviley, Stockport.

Sutton-in-Ashfield.—Mr. J. Starr, house furnisher, Upper Green, has given up the sale of sewing machines and now sells wringers.

Tottenham.—Under the style of the Reliance Machine Company, Mr. Carl Petersen, who for some years managed one of Mr. C. L. Young's depots, has started business for himself at 114, West Green Road, Tottenham.

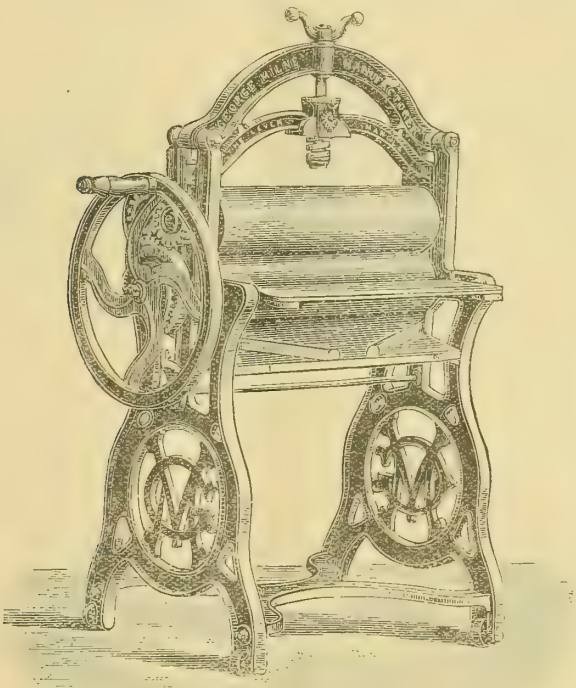
Watford.—Mr. E. Wright, dealer in cycles and domestic machinery, has closed his premises in this town.

Walsall.—Mr. E. Allsopp, cycle dealer, 1½, Caldmore Road, has taken up the sale of sewing machines.

Widnes.—Mr. M. Blank, house furnisher and dealer in cycles and domestic machines, has closed his premises in this town.

Woolwich.—Messrs. Watson & Co., dressmakers, 41, Hare Street, in addition to cycles and Wheeler & Wilson sewing machines, write us that they intend shortly to handle domestic machinery.

MILNE'S IMPROVED NEW DESIGN 2-ROLLER MANGLE.



ENTIRELY NEW FEATURES.

The old-fashioned bow-spring done away with, and in its place a **Steel Spiral Spring**, with two pressure levers.

The gearing **all to one end.**

No Star Wheels. The upper roller is driven through two stud wheels, so that the rollers may be re-dressed when required without altering the gearing, as is necessary with Star Wheels.

VERY EASILY DRIVEN.

This is a STRONG, SUBSTANTIAL MANGLE, the 24-inch weighs 294 lbs.

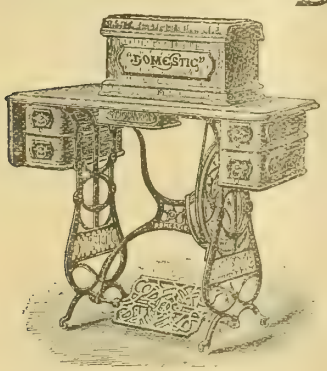
— Manufactured solely by —

GEORGE MILNE,
SHIELDS ROAD,
GLASGOW.

—Representative in London—
MR. CHARLES WATT,
23, BUCKLERSBURY, MANSION HOUSE, E.C.,
from whom Prices and all particulars may be obtained.

AMERICAN "DOMESTIC" SEWING MACHINE

FOR THE FAMILY OR THE MANUFACTORY.



IT STANDS AT THE HEAD BECAUSE

It is the simplest machine made, having few parts, no complications, and requires little skill in management.

It is the lightest-running machine, hence produces less fatigue in operating, and on that account is especially recommended by the medical faculty.

It is adapted to the greatest range of work, will do the finest as well as the heaviest, and is suited to the use of all appliances that facilitate the ordinary, fancy, or difficult work.

It is always ready for use, and requires no special adjustment when the work is changed.

It is the most durable machine ever made. Its construction is in accordance with the most advanced and approved mechanical principles, and all the parts are case-hardened, working on adjustable conical bearings.

HAND MACHINES from £4 4s., TREADLE MACHINES from £5 10s.

Terms and full particulars can be obtained from

GORDON & GOTCH, 15, St. Bride Street, LONDON, E.C.

AGENTS WANTED WHERE NOT ALREADY REPRESENTED.

USEFUL RECIPES FOR MECHANICS.

To Produce a Steel Blue on Brass.

Compound the following mixture, strain it, and place the polished brass article therein until it assumes a fine steel blue colour.

Ingredients—6 drachms sulphate of antimony, 8 ozs. calcined soda crystals, 11 drachms Kermes, 11 drachms tartar, 22 drachms hyposulphite of sodium, 3 pints of water.

Preparation—In half the water dissolve the antimony sulphate and calcined soda, and to this solution add the Kermes and filter the fluid. Separately dissolve the tartar and hyposulphite in the remainder of the water and then mix the two solutions and use warm for steeping the brass in.

To Give Brass a Good Black-Bronzed Appearance.

Dip the articles in a solution of nitric acid and water, and then rinse in clean water to remove all traces of the acid, and steep it in the following compound until it turns black, then take it out, rinse off this fluid in clean water, dry it by putting in heated sawdust, polish with blacklead, and then lacquer with green lacquer :—12 parts (by weight) of hydrochloric acid, 1 part (by weight) green vitriol (sulphate of iron), 1 part (by weight) white arsenic. A good green lacquer is prepared as follows :—Digest in 3 gallons of methylated spirit, 18 ozs. of turmeric powder, 15 ozs. shellac (or at a push) 1 oz. sandarac resin, 3 ozs. resin, 3 ozs. gamboge, and when the shellac has dissolved, strain the fluid through muslin, and to the sediment add another 1½ gallons of methylated spirit, and let it digest for some days, and when strained mix the two fluids. Lay the lacquer on the warm metal as directed in a previous recipe. Any shade of brown to black can be obtained by the above bronze fluid, according to the length of immersion, the action of it being stopped by oiling the articles when colour is reached.

Method of Giving Iron a Bronzed Appearance without Coating it with Metal or Alloy.

First well clean the articles by scouring in an alkaline solution (potash or soda) and rinsing off, then coat the articles with a thin film of a fat or non-drying oil—not fish oil—as castor oil or rapeseed, and then expose the arti les to the heat of a fierce furnace, the heat of which, however, is not strong enough to carbonise the oil. In this way cast iron absorbs oil at the moment the oil is decomposed, and there is formed at the surface a thin coat of brown oxide of iron, which adheres very strongly to the metal, and which takes a high polish, giving the iron articles the appearance of bronze.

Formula for a Size for Bronze Powder for Iron.

Put one pint of methylated spirits (*i.e.*, wood polisher's spirits of wine) into a bottle, and then add ¼ lb. of shellac and ½ oz. gum benzoin, and stand the vessel in a warm place, giving it a shake occasionally, and after the resins have dissolved allow the compound a few days to settle, then pour off the clear solution for use. The sediment, by the addition of more spirits of wine, may be used for first coat or coarse work. Mix the bronzing powder in sufficient quantity to the sizing, and lay it on the clean, smooth, warm iron with a soft camel hair brush, and, if necessary, repeat the coating. To avoid wrinkles and brush marks thin the solution with spirits of wine, and afterwards give a coat of pale coloured varnish or lacquer.

That old-established Sheffield Sewing Machine dealer, Mr. Thomas M'Grath, hired a mechanical figure for advertising purposes a few months ago, at a charge of 30s. per month, which he refused to pay for on the ground that it would not work. He was foolish enough, however, to keep it, and has therefore been compelled to pay the claim for rent under a judge's order.

THE WONDERFUL ORCHESTRAL ORGANETTE,

Direct from the Patentees and Sole Manufacturers, at WHOLESALE PRICES.

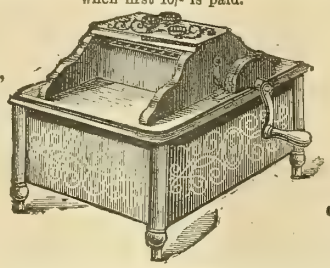
3 STOPS

Write at once for Catalogue of tunes and full particulars.

84/- Organette for 35/- Cash,

Or on Easy Payments of 10/- deposit and 5/- monthly. Price 40/- Delivered when first 10/- is paid.

3 Stops, Vox-humana, Expression, and Flute. Two Complete Sets of Reeds.



By Royal Letters Patent. A Mere Child can Play it.

Plays Hymns, Popular Airs, Quadrilles, Waltzes, Polkas, Reels, Hornpipes, etc., etc. Any tune can be played with artistic effect by anyone. No Musical knowledge required. MOST MARVELLOUS INSTRUMENT IN THE WORLD. **Money returned to anyone dissatisfied.** Send for full particulars of instalment system.

THE ENGLISH ORGANETTE FACTORY, BLACKBURN

I beg to announce that I have been appointed by Messrs. Steinfeldt & Blasberg, Hanover,

SOLE WHOLESALE AGENT



for their

New Patent

"PRINCESS" CHILDREN'S HAND MACHINE,

which is a perfect chain-stitch sewing machine in miniature, equally as strongly made, and producing as good sewing as a full size machine. The best present for a girl.

Circular and prices on application

C. LOHMANN,

36, Aldersgate Street,

London, E.C.

BIG DISCOUNTS.

VACANCIES in a FEW TOWNS for LIVE AGENTS.

BIG PROFITS.

NEW AGENCY TERMS—DEALERS PLEASE WRITE.



IF YOU WANT TO SEW

ANYTHING,
ANYWHERE,
ANY SHAPE,
ANY TIME,

THE "NO. 9" IS EVER READY TO DO IT.

It took the GRAND PRIZE at Paris, 1889, over the leading machines of the world as the most advanced sewing machine mechanism.

The rotary principle is the true one and wins every time.

Agents wanted wherever not represented. Address for terms,

WHEELER & WILSON MFG. CO.,

21, Queen Victoria Street, London, E.C.

Failures and Arrangements.

ARTHUR REAVILI, Perambulator Manufacturer, 200, High Street, Deritend.

At the Birmingham County Court, on the 18th ult., before Mr. Registrar Cole, the public examination of the above was taken. Liabilities, £121; assets, £49.—The Bankrupt stated that up to June 1890, he was engaged as a journeyman perambulator-maker, and in that year he started in business in Arthur Street, Small Heath, with a capital of £5. He traded as a perambulator manufacturer, and his wife carried on a toy business. In July, 1892, he removed to Deritend, but instead of his prosperity increasing, as he had anticipated, he began to feel the pressure of trade depression, and soon found himself in difficulties. In the course of the examination it transpired that the bankrupt had obtained £10 from a money-lender named Jones, agreeing to pay £14 10s. for it in weekly instalments of 10s. One week he was unable to keep up the payment, and proceedings were commenced against him in the County Court, but these were withdrawn on his undertaking to pay the costs, £1 12s., and £16 in addition to £3 10s. which he had already repaid. Subsequently he again failed to raise the money on one occasion, and received an order for payment forthwith.—The Registrar said he had always refused to grant such an order in regard to claims by money-lenders, the 86th section of the County Courts Act under which that procedure was provided for being designed to benefit tradesmen who were entitled to money for goods supplied. Money-lenders actually sought to avail themselves of that provision for recovering forthwith, notwithstanding that they had covenanted to accept payment by instalments. He (the Registrar) had always refused to grant such orders, and was supported in the view he took by two County Court judges whom he had consulted.—The examination was concluded.

SAMUEL LEIGH BRYAN, dealer in perambulators, 10, Malcolm Street, and 7, The Hardwick, Derby, and late of Harrow Road, London.

The statutory meeting of the creditors interested hereunder took place on the 15th ult. at the offices of the Official Receiver, Derby. The unsecured debts were returned at £445 8s. 5d., and the assets, which consisted entirely of book debts, were estimated to produce £80, thus leaving a deficiency of £365 8s. 5d.

It appeared from the Official Receiver's report that the receiving order was made on the debtor's own petition on the 1st ult. He alleged his failure to have been caused through bad trade and bad debts. He commenced business in London, where he had shops at 459, Harrow Road, W., and 13, St. George's Road, Notting Hill, W. Nothing of importance was done at the meeting, therefore the estate will be wound up by the Official Receiver in the usual way.

HARRY VICTOR LLOYD, trading as LLOYD & CO., Perambulator Manufacturers, &c., Boro', London, S.E.

At the London Bankruptcy Court, on the 15th ult., the above passed his public examination. Very few of the trade were present, and the proceedings lasted only some twenty minutes. Questioned by Mr. Hough, the Official Receiver, the debtor stated that he was formerly in partnership with two others, and the firm was made bankrupt in 1885, with liabilities about £6,000. Prior to obtaining his discharge, one of his former employés, Robert Ives, looked after the old business in the Boro', and he (debtor) subsequently took over the same. He had no interest whatever in the premises kept by Mr. Whymper, in Burdett Road, E., but he had for some time workshops in Brandon Street, which he gave up some months ago. Mr. John Lees joined him in partnership in June, 1892, and this was dissolved a year later, the debtor himself taking over all the liabilities and assets, and agreeing to pay his partner back the money he brought in (£750) by weekly instalments. At the time of the dissolution no balance-sheet was prepared. He (the debtor) first ascertained that he was in financial difficulties a few days before he called a meeting of his creditors, and then because of a writ. He considered his failure due to losses to the extent of £1,400 incurred during the partnership. A substantial part of this was due to his having carried on an unprofitable trade in Brandon Street on a particular class of goods.

The debtor was then asked a number of questions with reference to his wife's connection with the business, in the course of which he explained that she formerly conducted the canopy department of his perambulator factory. In December last she took premises at Haverstock Hill, and opened them in her own name as a domestic machinery store, and bought goods both of himself and other wholesale dealers. They were called the Haverstock Hill Cash Machine Stores, and the name of Lloyd did not appear thereon. All firms supplying goods knew that they were for Mrs. Lloyd. Both he and his wife lived at these premises. Mrs. Lloyd had made him a number of advances for his business in the Borough. As to the household furniture removed from the Borough to Haverstock Hill, most of this was purchased at his former bankruptcy by his wife. The last loan he received from Mrs. Lloyd was in September, and the last repayment in October, before he knew of his insolvency. All the amounts figure in the books of the firm.

In reply to further questions, the debtor said that no goods were supplied to his wife under cost. The gift of £200 to Mrs. Lloyd is explained in this way: His partner actually brought into the business £1,000, but £250 was not to be considered as partnership capital. Thus in June, 1892, he had a sum of £250 at his disposal, £200 of which he gave to his wife. It was certainly not intended as a loan said the debtor, in reply to the trustee, as he considered that he owed it to his wife. Mrs. Lloyd had paid him for the goods she had for her business at Haverstock Hill, which business was sold in June last.

The public examination of the debtor was then closed.

JACOB SAMUEL BROUDY, furniture dealer, &c., 41, Cheetham Hill Road, Cheetham, Manchester.

Deed of arrangement, dated November 17th, filed November 24th. Unsecured liabilities, £214 15s. 5d. Assets, £20. The Midland Perambulator Company are creditors for £16.

MENDEL BLANK, furniture dealer, &c., 17, Bridge Street, Runcorn.

A deed of arrangement, dated November 15th, was filed on November 22nd in the above matter. Unsecured liabilities £776 17s., and estimated net assets £160. Among the creditors are:—

	£	s.	d.
Midland Perambulator Company, Birmingham ...	10	0	0
Varley & Wolfenden, Keighley	10	0	0
Holmes, Pearson, & Co, Keighley	13	0	0
Smith, Marks, & Co., Keighley	11	0	0

JOSIAH GLADWELL, cycle and machine agent, Quarry Stree Guildford.

In the above matter, which was an arrangement, a first and final dividend of 5s. in the pound has just been paid. The trustee's remuneration was £13 12s., the total receipts £123 17s. 5d., and the liabilities £347 8s. 5d.

SIDNEY BALLARD, draper, &c., High Street, Godalming.

At a private meeting of creditors held herein recently, it was decided that the debtor should file his petition in bankruptcy. Among the creditors are:—

	£	s.	d.
Gritzner Machine Co, Limited, Durlach... ...	22	17	10
Jones' Sewing Machine Co., Limited, Manchester	28	4	8
Hardstaff, T., Nottingham	24	3	3
Coleman, C., & Co., London	30	2	2

COUNTY COURT JUDGMENTS were registered against Wm. James Rae, late perambulator manufacturer, 3, Hamilton Road, Reading, for £13 12s. 11d. on October 27th, and against Henry Southwell, wringing machine dealer, of Heap Bridge, Bury, for £13 10s. 3d. on October 23rd.

A BILL OF SALE, dated December 1st, was filed on December 7th, by Job McKeown, sewing machine manufacturer, 59, 63, and 65, Long Millgate, Manchester, in favour of Joseph Brown (trustee), the same being a settlement in trust for wife, &c., of household furniture at 63, Long Millgate, aforesaid, and life policy.

THE TRADE SMOKING CONCERT.

On the 7th ult. there was held at the Salutation Hotel, Newgate Street, London, E.C., the third smoking concert of the sewing machines and kindred trades. The committee was composed of the following gentlemen, viz., Messrs. Charles Bradbury (Grimme, Natalis & Co.), R. C. Carpenter (The Thomas Sewing Machine Company), Thos. C. Cole (American Wringer Company), W. J. Harris (W. J. Harris & Co., Limited), Geo. H. Hughes (Geo. H. Hughes), R. J. Johns (Branston Two-Reel Sewing Machine Company), James A. Jackson (Bradbury & Co., Limited), Henry Nash (Star Manufacturing Company), Geo. W. Phillips (Vertical Feed Sewing-Machine Company), Joseph Powell (Wheeler and Wilson Manufacturing Company), George Sawyer (White Sewing Machine Company), H. E. Tudor (Solicitor to the H.T.P.A.), and Mr. Samuel J. Sewell, secretary.

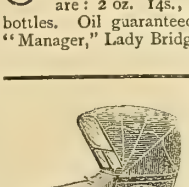
Mr. Geo. D. Philips (Vertical Feed Sewing Machine Company) was appointed to take the chair, with Mr. Geo. Sawyer as vice, but both these gentlemen were, at the last moment, to their great regret, unable to be present. Able substitutes were, however, found in the persons of Messrs. James A. Jackson (Bradbury & Co., Limited) and R. J. Johns (Cherry Tree Machine Company).

The concert was well attended and passed off in a highly satisfactory manner, largely due to Messrs. Jackson and Charles Bradbury, to whose hands the musical arrangements were confided. Professional talent only was engaged, and this included Messrs. Richard Coltman (baritone), H. Hicks (tenor), and Fred. W. Stephens (comic), who were accompanied on the piano by Mr. L. Stanley Overton. All these artists gave the greatest possible satisfaction, as, too, did Mr. E. Dennett in several short recitations. Among the best items on the programme were performances on the silver bells by Mr. R. B. Hopkins, whose skill is simply remarkable, and was received with enthusiastic applause. A ventriloquial entertainment given by Mr. Frederic Russell was also one of the "hits" of the evening.

As the evening was drawing to a close several votes of thanks were passed, in which Messrs. Powell, Cole, Bradbury, Jackson, Johns, Carpenter, Snow and H.M. Scott took part. A number of gentlemen were present from the Continent, including the Messrs. Stoewer and Mr. Peth, and the latter replied to toast of "Our Foreign Visitors." The proceedings were brought to a close shortly after 11 p.m., after having lasted nearly four hours.

The programme was specially designed by Mr. Frank Jackson, and generally considered as showing exquisite taste.

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Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street Finsbury, London, E.C.

Applications for Letters Patent.

21,697. G. H. Colley and The Weeks Colley Manufacturing Company, for improvements in sewing machines.

21,712. E. J. Franck, for improvements in knitting machines.

21,851. T. Cowburn, for improvements relating to the sewing of leather and other articles.

21,941. K. L. Skinner, a communication from D. W. Gardner, o United States, for a new or improved sewing stitch.

21,948. J. Fennah, for improvements in and relating to mail-carts for children.

21,956. S. H. Crocker, for a new or improved thread knotting and cutting device.

22,230. J. Anderson and H. Craig, for improvements in and relating to circular knitting machines.

22,392. W. J. Ford, for improvements in circular knitting machines.

22,466. A. Bianchi, for improvements in or relating to children's mail-carts and the like.

22,585. E. Palmer, for improvements in children's mail-carts.

22,988. E. Bennett, for improvements in brakes for perambulators.

23,036. H. H. Lake, a communication from G. Caspani of Italy, for improvements in motors for driving sewing machines and other apparatus.

23,040. R. Steiner, for improvements in lock-stitch sewing machines.

23,290. F. B. Barthel, for improvements in lamps for sewing machines.

23,481. J. Haas and R. Lintz, for improvements in sewing machines.

23,699. F. J. Gray, for improvements in the construction of perambulators.

Abstracts of Specifications Published.

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20,067. *Sewing Machines.* A. G. Brookes, a communication from K. Fogel, of Chelsea, Mass., U.S.A. Dated November 7th, 1892.

The object of this invention is to improve the construction of sewing machines, whereby novel stitching composed of several threads, may be made in any part of material to be stitched, *i.e.*, the stitch may be used to produce a strong ornamental seam, either in the body of the material, or along an edge.

20,618. *Fancy Stitch Sewing Machines.* W. A. Robertson, of Newtownards, co. Down, Ireland. Dated November 15th, 1892.

The improvements consist in constructing a sewing machine with two or more needles, and a corresponding number of shuttles or loop-takers, which, while working in union, are made to approach and recede from each other in lateral directions for the purpose of producing at one operation, and with greater precision, a series of fancy stitches, such as double or triple hemstitch, or double hemstitch with a row of what is known as spoking or sparring between, and other stitches of a like nature, such stitches having been produced hitherto by a series of operations on one-needle machines.

20,200. *Sewing Machines.* F. Maginn, of Lower Broughton, and J. Shovelton, of Manchester. Dated December 5th, 1892.

Consiststs in (1) an improved method of, and means for, communicating motion from the hand-wheel spindle to the needle-bar, and to the lock-forming device for the lower thread. (2) The substitution for the reciprocating rotary or oscillating shuttle of a stationary spool holder in which an ordinary reel ball spool or bobbin of thread may be employed. (3) An improved construction and arrangement which enables the operator to produce either the ordinary lock-stitch, a chain-stitch, or a lock-chain-stitch at will; and (4) an improved means of securing the needle in the needle-bar.

22,388. *Sewing Machines.* C. W. Allen and T. R. Rossiter, both of the firm of Chappell, Allen, & Co., London. Dated December 6th, 1892.

The object of this invention is to provide in sewing machines two or more lines of stitching means whereby the distance apart of the lines can be varied.

23,817. *Circular Reversible Knitting Machines.* W. J. Ford, of Humberstone, Leicester. Dated December 24th, 1892.

The object of the improvements are (1) to enable spliced goods to be made without cutting or breaking the splicing thread, and (2) to provide an improved arrangement of driving gear so that in the event of an extra thick portion of the splicing yarn being presented to the needles so as to clog them, the latter instead of breaking, will be thrown out of action by the stoppage of the machine.

16,610. *Circular Knitting Machines.* S. Davis & J. Lee, both of Hinckley, dated September 4th, 1893.

The object of this invention is to provide improved mechanism for introducing a splicing thread into the knitted fabric at those places which require to be thickened. It consists mainly in the combination with a circular knitting machine of a rotary splicing device, comprising a spring clip adapted when released to trap and sever the splicing thread, the clip being controlled by fixed or adjustable cam-like pieces or stops.

18,568. *Cross Hem Stitch Sewing Machines.* F. Gegaux & J. G. Gegaux, of Steckborn, Switzerland, dated October 4th, 1893.

Relates to improvements in apparatus used to effect the cross hem stitch now so generally used in bordering or hemming handkerchiefs and for other purposes. The improvements relate primarily to a novel arrangement in connection with the needles, and secondly to the feed and to the pressure plate appliances.

United States Patents.

Issued and Dated November 7th, 1893.

508,031. W. A. Mack, Cleveland, Ohio, sewing machine tables.

508,205. G. H. Coburn and A. W. Stone, Laconia, N.H., thread splicing mechanism for knitting machines.

508,233. J. I. McDonald, folding guide for sewing machines.

508,238. W. A. Pridemore, Ironwood, Mich., spool holder for sewing machines.

Re-Issue.

11,378. G. Reid and C. Stevenson, Philadelphia, Pa., automatic controlling mechanism for circular knitting machines.

Issued and Dated November 14th, 1893.

508,452. E. Vermelyea, Waterford, N.Y., adjustable support for the cloth wheels and burr wheels of rotary knitting machines.

508,512. E. J. Franck, Philadelphia, Norristown, Pa., circular knitting machine.

508,600. G. H. Colley, Jackson, Mich., sewing machine.

508,715. D. Howell, Yonkers, N.Y., sewing machine.

Issued and Dated November 21st, 1893.

508,965. A. McMichael and F. B. Wildman, Norristown, Pa., circular knitting machine.

509,062. G. F. Wells and M. J. Sparks, Philadelphia, Pa., sewing machine attachment.

509,243. J. A. Parr, Amsterdam, N.Y., striping attachment for circular knitting machines.

509,283. H. S. Becker, Charlottesville, Va., stop motion for knitting machines.

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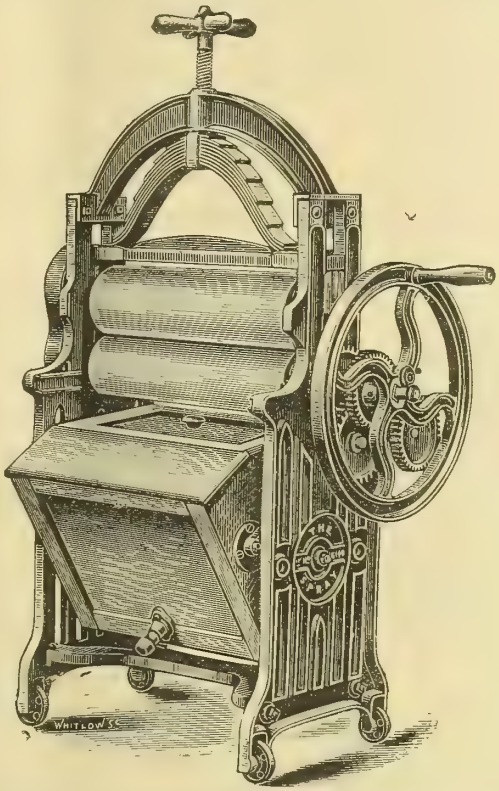
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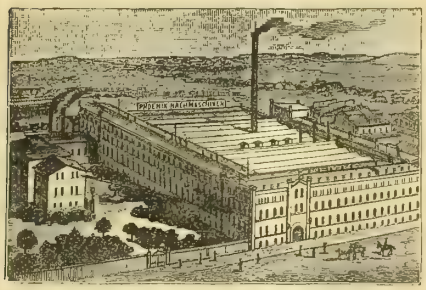
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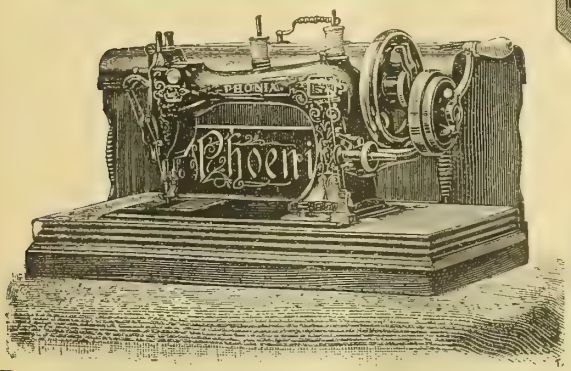
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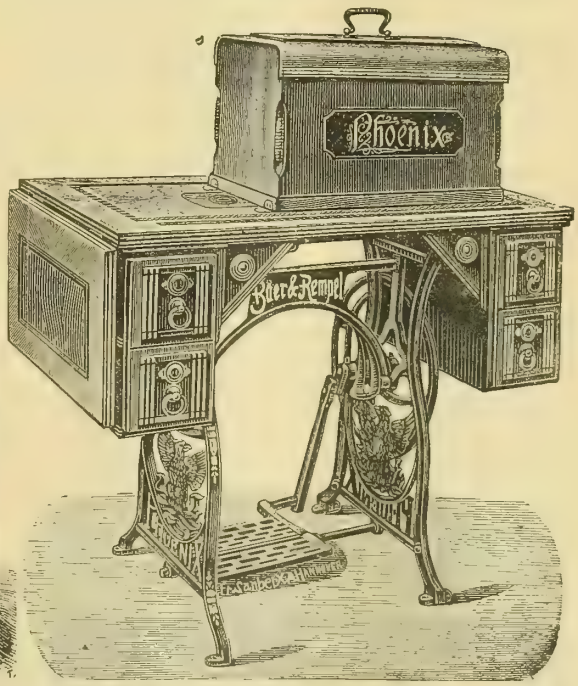
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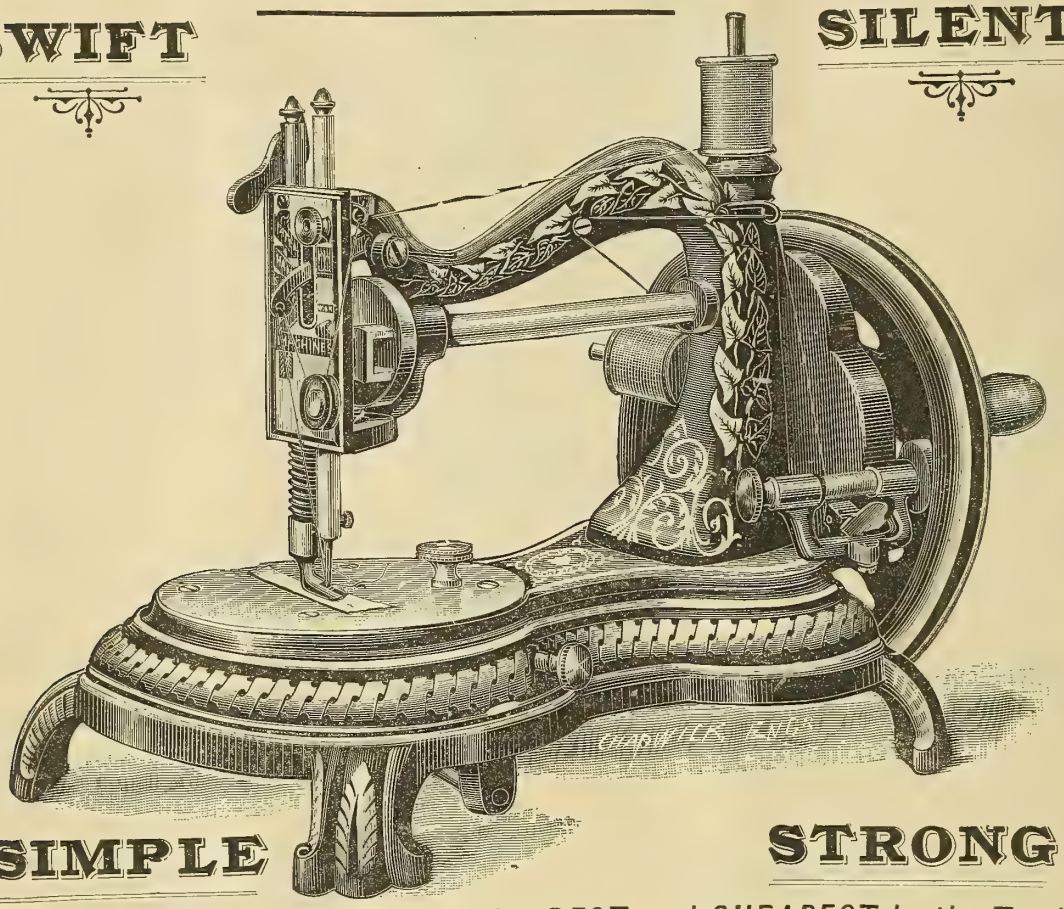
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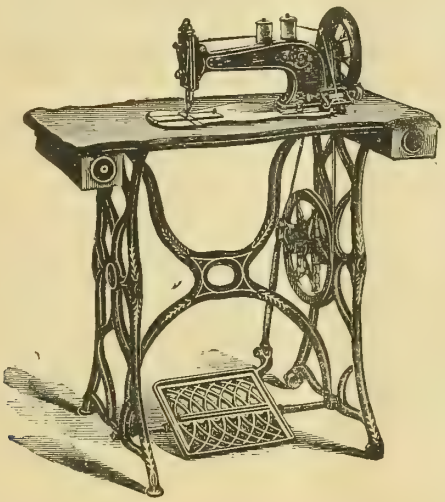
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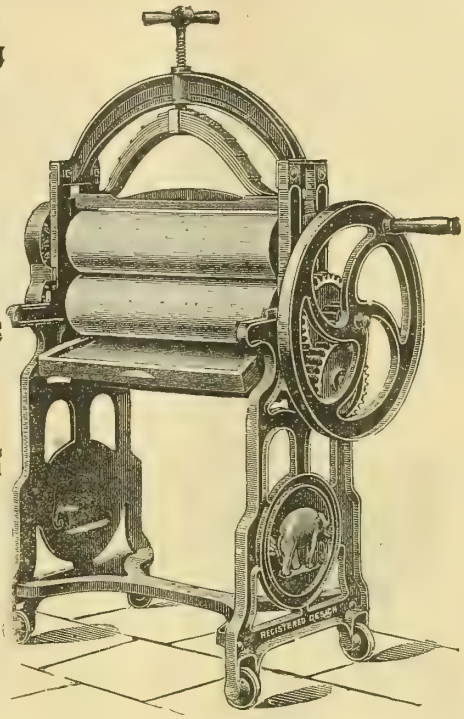
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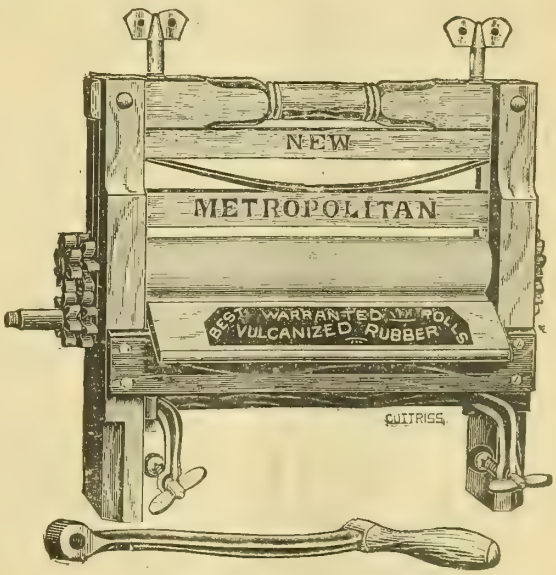
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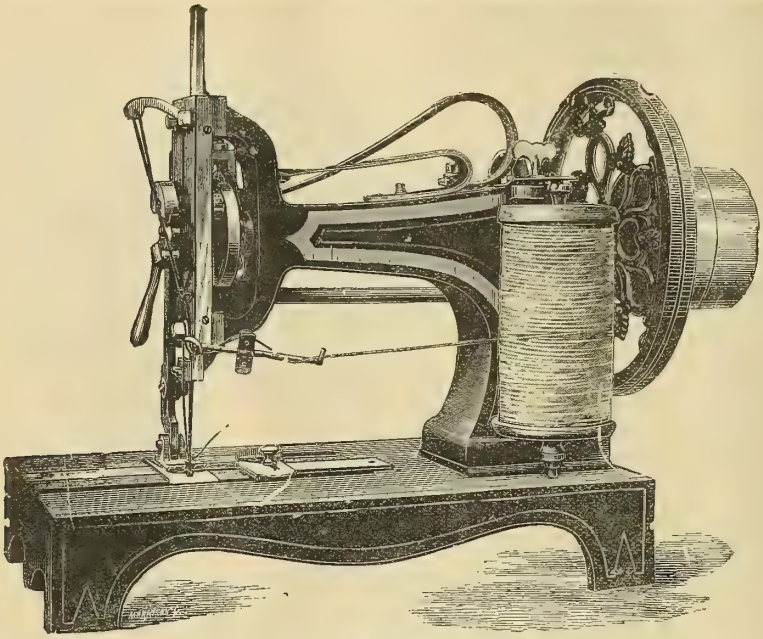
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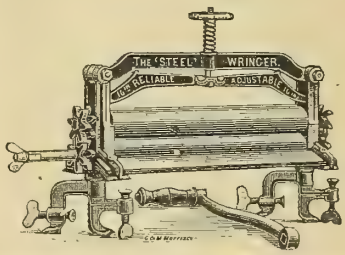
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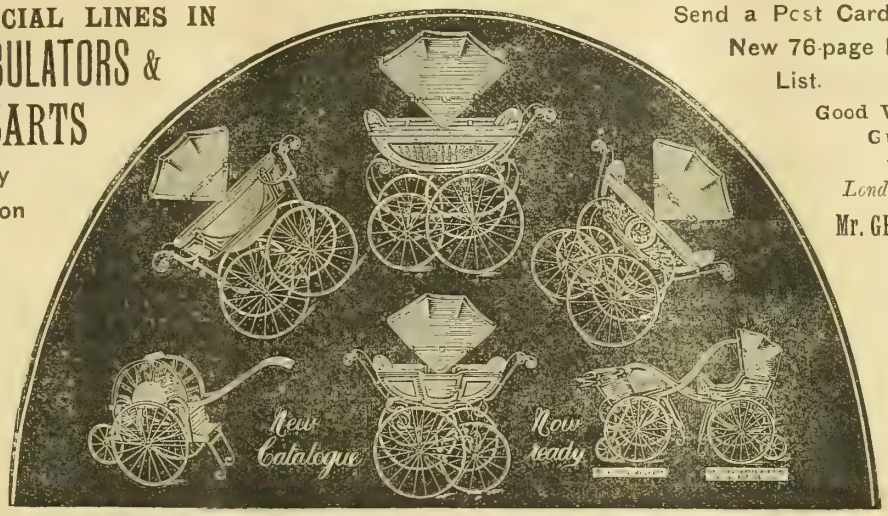


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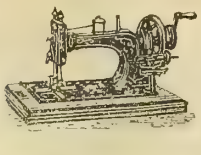
Editorial Notes.

State of Trade. During the past month there have been some slight signs of a revival in trade, and it is to be sincerely hoped that they will increase. The latter half of last year was, perhaps, the worst ever experienced by the domestic machinery trade. Not only was little business done, but dealers found it next to impossible to collect their instalments, due in a large measure to the coal strike. The pram trade started well last year, but the season was phenomenally short, so that trade as a whole in 1893 was most unsatisfactory. The mangle trade, perhaps, felt the depression the most, although the sales of sewing machines also fell off to an alarming extent.

The mangle manufacturers have fostered a habit of discontent, and are always complaining that they make no profits. Yet, as will be seen elsewhere, they have reduced their prices 1s. 6d. on even their smallest sizes. We confess to having heard of this reduction with feelings of amazement, as even at the old prices we have been assured over and over again that there is no margin whatever for profit. One of two things is certain, either we have been deceived in the past as to the cost of production or the makers are making rapid strides towards liquidation.

MR. HARROP'S ANNUAL SOIREE.

The sixth annual tea party and soiree given by Mr. John Harrop, the well-known perambulator manufacturer, to his employees came off on the 5th ult. at the Mechanics' Institute, Stockport, and was a great success. There were about 150 present at tea, including representatives of the various departments of the firm. Afterwards Mr. John Harrop (the head of the firm) presided, being supported by Mr. George Dudson, Mr. Eggington (Cheadle), and the managers of the various departments. After the opening song, "Should auld acquaintance be forgot," had been rendered, the Chairman wished all present a happy and prosperous new year. It was, he assured them, a pleasure to him to be present at that, the fifth of their annual gatherings. Speaking of the friendly relations which existed between himself and his employees, Mr. Harrop said that the more the masters and employees came together a better understanding was arrived at between them. Reverting to the coal strike and its effect upon the business of the firm, the chairman said two years ago he was of opinion that the Government of the country should recognise an Arbitration Board. If they could submit their differences to such a Board he believed that great strikes would cease. A large number of people who were not engaged in the coal trade suffered from their effects. The question of strikes ought to become a national question. They were advancing in that direction, and the sooner they recognised it the better. Mr. Harrop concluded by hoping they would spend a happy evening. Mr. Eggington (of Cheadle), in the course of a brief address, said he was very pleased to be present that evening. Mr. Harrop had, by devotion to business, built up a flourishing concern, and he had no doubt that had it not been for depression in trade there would have been a very much larger number present. (Applause.) Mr. Eggington spoke in eulogistic terms of Mr. and Mrs. Harrop and family, and concluded by wishing them all a happy new year. Then followed a musical entertainment, in which the following took part:—Messrs. Johnson, Bradshaw, Price, Arthur Harrop, Hunt, Sykes, A. Shore, Stewart, Bayley, S. Shore and the Misses Stafford, Pratt, and Goodwin. Dancing then commenced to the accompaniment of Mr. Dean's band, and only ended at three a.m.



Section

The Story of the Sewing Machine.

WITH REMINISCENCES, PERSONAL AND GENERAL.

By NEWTON WILSON.

CHAPTER XXII.

L'Exposition Universelle, 1867.

Napoleon III. had attained the zenith of his fame and power when there uprose, on the Champs de Mars, the most unstately, ill-designed, inartistic building ever constructed for exhibition purposes.

One huge elliptical iron ring leading nowhere but to the point at which the visitor started, in which the visitor was ever losing himself, and in which the most essential guide being a pocket compass he was for ever turning a never-ending corner. This was the Industrial Palace of 1867.

Twelve years had elapsed since the previous exhibition was held in the Champs Elysee; but since then the intervals have been eleven years, those succeeding being in 1878 and 1889, while the next will, in all probability, be in the opening year of the next century.

The period was fateful; the Emperor had made a great and irreparable blunder. He had given to the Austrian Archduke his support in the disastrous Mexican expedition under the command of Marshal Bazaine.

Well do I recollect the Sunday before the departure of the newly-made Emperor. Walking with an American friend in the Bois de Boulogne, a block occurred in the great crowd of carriages, that moment my friend, turning to me, said, "Wilson, look here! Here's the Emperor;" and there, within three yards of me the Imperial carriage stayed. On the near side, with his back to the horses, the Emperor Napoleon faced the Empress Charlotte; on his right was the Emperor Maximilian facing the Empress Eugenie. Instantly I doffed my hat, and was rewarded by an acknowledging bow from the occupants of the carriage. To my amazement I saw no others showing the same mark of respect, and there was no attempt at a cheer.

"They do these things better in France," so 'tis said, but I thought how very different would have been the reception in England.

But to return to the exhibition of that year, for it is not mine to tell the story of Maximilian's sad death so soon after.

The space devoted to English sewing machines was very narrow, and lay along the inside wall of the ellipse—French, German, and American were differently treated and much more advantageously; being arranged in their several countries in what might be termed the nave of the structure, save the American exhibits, which were in a separate annexe in the grounds.

An American calling at my stand said, "I see only two new things in sewing machines here." "What are those?" I asked. "Your internal gear machine," said he, "and my invention of"—I've forgotten what.

But few of those who exhibited on that occasion remain at this moment in connection with the trade.

The Maison Americaine (Charles R. Goodwin) and Charles Callebaut, then large manufacturers in Paris, and many others have gone to that sewing machine bourne from whence no traveller returneth.

Amongst the Germans appeared Pollack, Schmidt, & Co. This firm made a notable exhibition of artistic cabinet work, but they have long since disappeared. Germany was at that time making its first efforts in the building of sewing machines. Very little credit can be assigned to them for mechanical inventions, their energies being wholly directed to the reproduction of well-known types like the Howe and the Wheeler & Wilson, at that time holding high rank in public estimation. The German people for a considerable period gave their preference to machines of English construction; nevertheless those which they did build were upon the whole well constructed and of excellent finish, and to-day

the German manufacturer holds more than his own as a rival to British houses.

A small hand lock-stitch machine, known as the Jackson, appeared amongst the English exhibits ; it operated by a hook in combination with a spool case and spool. The present Wheeler & Wilson No. 9 is almost an identical replica of that arrangement. Jackson, who had been a mechanic in my employ, achieved quite a little success on this occasion, and for some years it had a considerable sale. It has long been numbered with the past.

About the same time the "Little Wanzer" appeared. Mr. Wanzer wsas a Canadian, and had his manufactory at Hamilton, in the Province of Ontario.

He had previously introduced into England a more important machine in the shape of a Wheeler & Wilson, but, working with a shuttle instead of the well-known hook and spool, this machine was not calculated to take any great hold upon the English market, being somewhat noisy.

The first practical button-hole machine, exhibited by the American Button-Hole Machine Co., was in the American Annexe, and subsequently established itself in Newgate Street, London. The Florence, also an American Machine, with vibrating arm like the Wheeler & Wilson, but with shuttle movement, opened premises about the same time in Cheapside.

There was, indeed, a considerable extension and enlargement of the trade about this period. The general trade being healthy, and the prices remunerative, many new varieties appeared, and especially of hand machines. The Dorcas and Penelope, two lock-stitch hand machines operating with revolving hook and spool case, and driven with the internal gear, were produced by myself in the year 1868. The Franklin Sewing-Machine Company, of Birmingham, conducted by Mr. Maxfield, a former manager of mine, brought out the Agenoria, a lock-stitch hand machine working with a shuttle. This had a very fair sale for a few years, then disappeared. The number of different hand machines which succeeded one another in rapid succession was indeed legion ; every large manufacturer or manufacturing company made the attempt, with greater or less success, to convert the pedal machine into a form driveable by hand, whilst every small manufacturer had one or more of these machines either in chain-stitch or lock-stitch : with shuttle or with the rotating hook. One of these aspirants to fame was the manufacture of Nussey and Pilling, of Leeds. They gave to it the somewhat striking name of "The Little Stranger." The welcome accorded in the nursery rhyme was meted out to the new comer, which, however, presented but few precccious features. It had a limited growth, flourished for a few years under partial public patronage, and then became a "Great Stranger."

Omission must not be made of the shuttle hand machine brought out by myself in 1869 under the name of the "Princess of Wales." Decorated by the floral Danish emblems, and with the plume in relief on each of the scroll shaped corners of the base, it was constructed with a regard to taste and form which few of the machines could approach.

I had obtained a large contract for this machine on its introduction, from a German house. There was a provision made in this contract for its determination in case of war, and, unfortunately for me, this took place on the breaking out of the Franco-German War in 1870.

The results of that war were not advantageous to English commerce as far as regards the sewing machine.

The heavy indemnities paid by France, and the freedom of money in the Fatherland in connection therewith, stimulated the establishment of German manufactures to an extraordinary extent.

The Germans aimed at high finish, making no pretence to originality of construction. They were content to confine themselves to the exact reproduction with all the English improvements of almost every known type of machine. And with the advantages they undoubtedly possessed of the proximity of coal and iron, and still more by the employment of cheap labour in conjunction with long hours, they rapidly obtained an important status, a status of which neither American nor English competition has been able to deprive them. They produced the best imitations—rather, perhaps, should they be dignified by the higher term of reproductions—of the Wheeler & Wilson and the Family Singer forms of machine. In both classes they realised distinction ; and in the latter particularly, the "Singer," they "hold the fort" in spite of the strongest efforts on the part of the original company to dislodge them.

Loth as I am to admit it, the accuracy expected and required from the historian compels me to admit that at the present time they have to a very great extent driven out the English manufacturer both here at home and over the continent of Europe.

A single illustration I will give. The Peninsula of Spain and Portugal was, 20 years ago, one of the best markets for English-made machines. All the large manufacturers had extensive connections there. What is the state of things to-day? With the exception of the manufactures of Kilbowie I know not of any British productions of sewing machines that find their way into Spain and Portugal, whilst I can learn that whole train loads of German machines find ready sale there.

How is this ? Partly the cheapness arising from the causes already enumerated, and partly the lack of enterprise on the part of the British manufacturer and lastly the cultivation of finish which has so notably distinguished the German mechanicians ; hence the decadence of English trade.

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To return ; the period of which we have been writing, that from 1867 to 1871 inclusive, was characterised, not alone by the large introduction of almost innumerable varieties of the hand machine, some of which appeared for a little moment as meteors in the firmament, but which were lost and forgotten with almost equal rapidity, whilst others possessing a stronger vitality had a more extended career, and competition healthy and strong was everywhere apparent. We have mentioned many varieties of the hand machine. One had nearly escaped our notice, and yet deserves a reference in these pages, it was the "Taylor," a hand machine, somewhat clumsy in outward appearance, operating with a shuttle, having an elliptical movement. This was the invention of a banker's clerk of like name, who hailed from Driffield, in Yorkshire.

A small company conducted the business, the machines being made in Hamburg. The company took the premises formerly occupied by the Florence, 97, Cheapside. The machine was well built, and the company actually thought itself of sufficient importance to publish a "Gazette" of its own.

A few years ago, when at Harrogate, I consulted a physician there. To my astonishment he addressed me, "Are you the Newton Wilson of London"? He was a shareholder and director of the Taylor Sewing Machine Company, Limited, and gave me the history of the ill-fated company. It had made profits, but they had all been absorbed in heavy expenses, and as the trade diminished the directors discovered that the whole of their property had been frittered away, and the once well-known "Taylor" machine had vanished into air—"into thin air." Its demise took place about A.D. 1880.

(*To be continued.*)

HONOUR TO A SEWING MACHINE MAN.

The good folk of Kingussie, Inverness, on the 16th ult., accorded a right royal welcome to Mr. P. A. C. Mackenzie, in honour of the title of Visconde de Serra Largo, recently bestowed on him by his Majesty the King of Portugal.

Mr. Mackenzie has for the past eleven years managed the business of the Singer Manufacturing Company in Brazil, and in that capacity visited every town of importance on the east coast of America and inland, establishing branches and appointing representatives of the Company all along the line of route, and it is largely because of his assiduous attention to the extension of business throughout not only the Brazilian territory, but also in Uruguay and Paraguay, that the honour has been conferred on him.

Not only had his connection with the Brazilian Republic reference to Singer business, but, by the advice of his friends, he also engaged in other concerns, and identified himself with various banking institutions. During his sojourn in Brazil he also formed an additional link in his connection with South America by being united in matrimony to the eldest daughter of Commander Jose Maria do Amaral, of Para and Rio de Janeiro, one of the leading families in Brazil.

The rejoicings by the townsfolk of his birthplace were on a most elaborate scale, among which may be mentioned a monster bonfire and the playing of pipers. Congratulatory speeches were delivered by Mr. Crerar, ex-Provost, to which Mr. Mackenzie suitably responded.

At the close of the rejoicings the hero of the hour was carried shoulder-high to his residence.

DEATH OF MR. WHEELER.

We deeply regret to have to announce the death of Mr. Nathaniel Wheeler, which occurred on the 1st ult., at 6.30 a.m., resulting from the effects of noxious gases which escaped from a broken sewer-pipe at his residence in Bridgeport, Conn., U.S.A. Thus was closed one of the most remarkable careers in the sewing-machine trade, not to mention other industries with which he was connected.

Mr. Wheeler was born in Watertown, Conn., on the 7th of September, 1820, being descended from Moses Wheeler, who emigrated from London, England, to New Haven in 1638, and, whilst a youth, learned a trade in his father's carriage factory. On attaining his majority this business was handed over to him as his own, but he soon turned his attention to other articles of commerce, such as buckles, buttons, eyelets, &c., and inventing or improving machinery for their production.

In 1848 Mr. Wheeler joined the firm which became well known as Warren, Woodruff, & Wheeler, manufacturers of suspenders, in Watertown. Whilst on a visit to New York in the interests of his firm, Mr. Wheeler saw a sewing machine made by Allen B. Wilson, in the old Sun building, and realising that it had a great future, contracted with F. Lee & Co. to make 500 of them. He also engaged Mr. Wilson to go with him



NATHANIEL WHEELER.

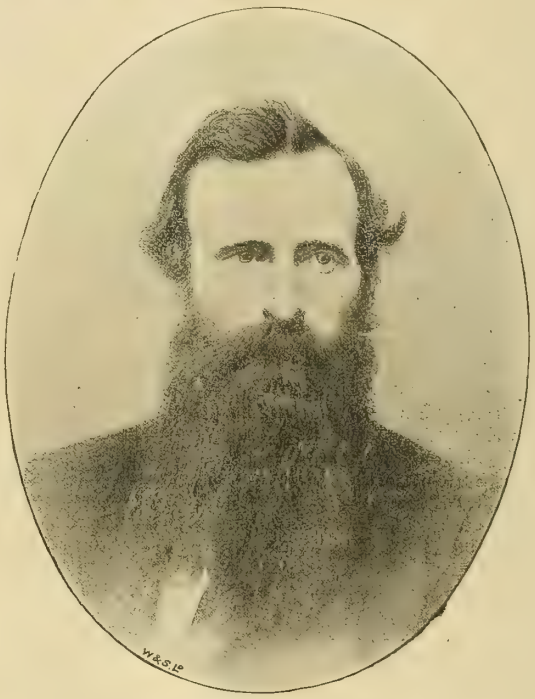
to Watertown and superintend the manufacture of his machine. This machine worked with a two-pointed shuttle, and it was not until three years later that the rotary hook machine was completed and then patented.

To manufacture this machine a combination was formed consisting of Messrs. Warren, Wheeler, Woodruff, and Wilson, under the style of Wheeler, Wilson, & Co.

But although to Mr. Wilson belongs the credit of having invented the rotary hook, to Mr. Wheeler is due much credit for the successful manner in which it was introduced to the public. One of his first steps was to take the machine to O. F. Winchester, of Winchester rifle fame, and try to get him to test it in his shirt factory. That gentleman, however, refused to examine the machine; but after Mrs. Wilson had made a shirt on it, Mr. Winchester came round, and even purchased the rights in the machine for New Haven county. Shortly afterwards J. Gardner, a large Troy shirt manufacturer, purchased for £600 one-half of the right to sell the machine in Rensellaer county. Mr. Wheeler continued to meet with success as the reward of intelligent industry until October, 1853, when the Wheeler & Wilson Manufacturing Company was organised, with a capital of £32,000, of which amount £20,000 was purchase-money for the patents, and the balance went for the factory, plant, and stock. Outside parties subscribed for £14,000 of stock at par, giving notes for the stock, which notes were never cashed, as the dividends declared were sufficient to liquidate these notes as they became due. Mr. Wilson did not long remain with the company after its organisation, but continued for years to be paid a regular salary, in addition to considerable sums in respect of patent rights. In 1856 the Wheeler & Wilson Manufacturing Company removed their factory to Bridgeport, where it still stands, with a capacity of 500 per day, and is fairly depicted in our illustration.

As is well known, the pioneers of sewing machines attached more importance to a factory or manufacturing trade than to popularising it for the home. Mr. Wheeler, however, at an early date calculated upon a large domestic demand, and has always made this a special study, whilst not neglecting any branch of the manufacturing trade.

In 1856 was formed the great combination, consisting of the Singer, Wheeler & Wilson, and Grover & Baker Companies, which was organised by Mr. Wheeler, and had a useful career. This combination, be it said, had for its object the stoppage of litigation between its members, and to license any responsible person to manufacture sewing machines on payment of a royalty of three dollars per machine.



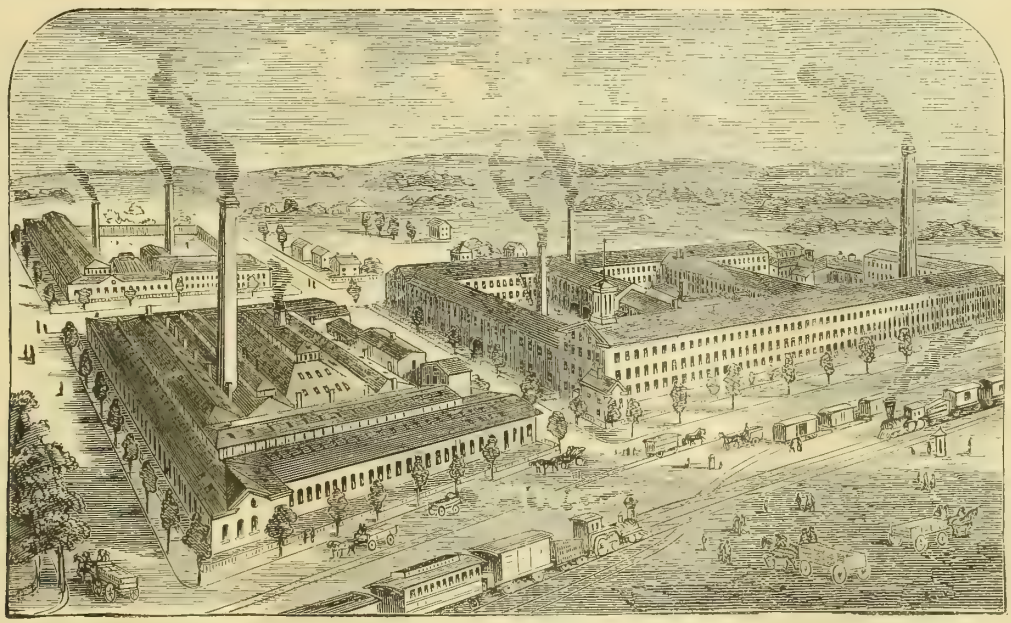
ALLEN B. WILSON.

There is much more that might be said of this extraordinary man did space permit, not forgetting the numerous honours which have been thrust upon him both at home and abroad. As our readers well know, in 1873 he was awarded by the Emperor of Austria the Cross of Francis Joseph I., and as recently as 1889 the French Government presented him with the Cross of the Legion of Honour, with the rank of Chevalier. But Mr. Wheeler was throughout life an extremely modest man, and is only known once to have worn his Austrian decoration. He found time, however, to apply himself to municipal matters, and was State Senator in 1873 and 1874. It was also generally recognised that a seat in Congress or the Governorship of the State was always within his reach should he have desired the same. But Nathaniel Wheeler was essentially a commercial man, and took a real pride in the sewing machines turned out by his company, which he was always seeking to improve or adapt to new branches of industry. We have previously mentioned his ingenuity as regards manufacturing plant, and were we to describe all his inventions it would require lengthy space. As showing their catholicity, we might state that these included power transmitters, needle-eye polishing, wood-filling com-

pounds, ventilators for railway cars and houses, cabinets, &c. At his death he was a director of several commercial concerns, and although his speculations outside the sewing machine trade were not always successful, his wealth is computed at £200,000. He was a Democrat in politics and an Episcopalian in religion, and although disliking mere display had a partiality for fast horses.

Mr. Wheeler was twice married, his first union being with a Miss Bradley in 1842, which lasted until her death in 1857. His second wife was Miss Mary E. Crissey, who survives him. There survive two children, one Samuel H., of Chicago, and a daughter, of the first, and Archer Crissey and William Bishop, twins, born in 1864, of the second marriage.

The deceased was borne to his last resting place in the Mountain Grove Cemetery, Bridgeport, on the 3rd ult., amid universal signs of respect, and we might add that on that day the whole of his company's premises in this country were closed. The pall-bearers were the following :—Messrs. Dimond, Eames, Turney, Laubscher, Warner, and Dial, all in the Wheeler & Wilson service, and among those present were representatives of numerous societies and corporations with which Mr. Wheeler had been connected during his half century of busy commercial life.



THE WHEELER AND WILSON MANUFACTURING COMPANY'S FACTORY.

MR. WHEELER'S PARTNER—ALLEN B. WILSON.

It is generally known that it was Allen B. Wilson who invented the rotating hook machine, and it might be well, since he worked so long and successfully with Mr. Wheeler, whom he preceded to the grave, to unite the two in our biography. Mr. Wilson was born in 1827, and twenty years later we find that he is greatly exercised in the conception of a machine that was ultimately to create for itself an epoch in the history of mechanical invention. At the time a journeyman cabinet maker, the subject of our sketch laboured under the dual hardships of straitened circumstances and ill-health, from the effects of which latter he never fully recovered ; but, notwithstanding, he persevered and mentally elaborated his ideal of a sewing machine through the many events that transpired prior to the actual construction of the same, which did not take place till the early part of 1849. After a very trying time at Willitt, N.Y., he went in May, 1848, to work in a cotton mill at Homer, and from thence, after having earned enough money to enable him so to do, he reached New York, where he obtained work as a cook on a vessel, and after a little migrated to Boston, but in a few weeks sought fresh work and obtained it in Pittsfield, there entering the service of Messrs. Barnes & Goodrich, and working at his profession. This was in August, 1848, but so busily engaged was he that it was not until six months later that he succeeded in getting his evenings free for his own labours, and, in addition, the use of his workshop. Meanwhile, he had executed drawings in *extenso* of his proposed invention, which, on being shown to friends, was laughed at, so he had nothing more to say until April 1st, 1849, when, having capitalized his acquired opportunities, he completed the building of his machine, which—as he was not skilled in the working of metal—was by no means of such finished construction as could be wished, neither did it show to the best advantage the precise "action" involved in the invention ; but, nevertheless, it attained the great *desideratum*, and despite its many drawbacks it was successfully used in making garments. In the following month Mr. Wilson left Pittsfield for North Adams, Mass., where, not being aware of the existence of any sewing machine other than his own, he built a second and a more perfect one, but such was the reception he met with that he could not for some time obtain sufficient money to take out a patent, his invention being received with ridicule. He was ultimately successful, however, in securing two hundred dollars for a half-interest in the patent, and this being paid by Mr. J. N. Chapin, of North Adams, he forthwith took steps to secure the patent of his machine. It cost him some four hundred dollars and a considerable amount of time to do so, and it was not granted until November 12th, 1850.

Shortly after this Mr. Wilson and Mr. Chapin were both unfortunate enough to be deluded by some New York sharps into making over half the patent rights to them on the pretence that they had a right to certain parts of the invention ; but after a few months the falsity of the claim was fully established, and the partners left free to their patent rights, which were at last taken up by a few business men, who eventually founded the Wheeler & Wilson Sewing Machine Company.

Mr. Wilson's first machine operated by means of a two-pointed shuttle and an ingenious feeding apparatus, and was so arranged that the material could be pressed upon the cloth plate by a spring foot, and the cloth carried in any direction either straight or curved, which, as will readily be seen, is the basis of the modern style of feed, the importance of which, and the credit therefore due to Mr. Wilson for its invention, cannot be magnified. But far and away his grandest achievement was his invention of the rotating hook for his machine. He died, we might add, on April 29th, 1888, aged 64.

DEATH OF ANOTHER PIONEER—ORLANDO BRONSON POTTER.

It is with sincere regret that we have this month to chronicle the death, in his 71st year, of one of the most prominent men connected with the sewing machine trade of America—the Hon. Orlando Bronson Potter—in New York, on the 2nd ult., the cause being an apoplectic fit

with which he was suddenly seized in the street, death ensuing before medical aid could be summoned.

Beyond his business connections, Mr. Potter was prominently identified with public affairs, being the originator of the now existing American national banking system, the plans for which he submitted in 1861 to the Treasury, and that body adopted the same almost *nem. con.* in 1863. Not only was it by his efforts that this great boon became law, but his voice was often heard when mercantile interests were the subjects of legislation. In 1882 he was elected to Congress, and in 1886 refused the mayoralty of New York City. He was also very generous and philanthropic.

Mr. Potter was first engaged in the sewing machine trade in 1851 in the employment of Messrs. Grover & Baker, and seeing these gentlemen were in want of capital he sunk what he had in the business, and undertook the management of the financial and legal parts of it, in both of which departments his energetic business capacity was crowned with success, the concern by his efforts becoming one of the most profitable in the trade. A charter was obtained by what had developed into The Grover & Baker Sewing Machine Company in 1854, Mr. Potter having the honour of being its first and only president, in addition to which he acted as general manager, and in that capacity had every detail, large or small, at his fingers' ends. When the company retired from active business in 1876, Mr. Potter severed his connection with the trade. Whilst the head of the Grover & Baker Company he was intimately connected with the famed "combination"; indeed, he was credited with its inception, whilst, as a matter of fact, during its existence he was virtually the controller of its movements, and as such was largely responsible for the onward and successful progress of the sewing machine trade in America.

Ever interested in all matters connectional with the sewing machine, he was always proud of the part he had taken in what he considered to be an eminently honourable business, in the history and progress of which he was exceptionally conversant. One of his chief triumphs with the "combination" was the direction of the legal work necessary to sustain their patents, and when we say that he contested over two hundred cases, many of them with subtle complications, and won all, some conception of the painstaking and precise characteristics of the man can be gained.

It is interesting to note that the originator in America of the Potter family was an Englishman, who emigrated from London about 1635, and settled in Connecticut.

Those attending the funeral represented the N.Y. Board of Trade, Stock Exchange, Chamber of Commerce, and many other prominent municipal and commercial bodies, private firms, &c.

Mr. Potter's estate has been computed to be worth four million pounds sterling.

THE TWO DEATHS.

Our esteemed New York contemporary, *The Sewing Machine Times*, contains the following comments on the deaths noted in another column :—

The death of Mr. Wheeler and Mr. Potter, so near together, seems more of a coincidence to those mutually acquainted with both men than it is likely for a stranger to consider it. The two men were nearer together than any of the other early managers. The mutual interests that were found in Wilson's and Grover & Baker's four motion feed patents, both covering the same features, first brought them together. For several years the legal war between the Howe interest and the opponents cemented the union, and after the Albany agreement brought the Singer company into the combination the fight against the small infringers still kept up was mostly on the patents belonging to these two. Thus it was that they had more common interests and were more together than others of the combination, and a strong personal friendship ensued.

Mr. Potter was much affected by Mr. Wheeler's death. He talked a great deal on Monday about Mr. Wheeler and their former relations, and was to review many of the incidents of the past. To one visitor he spoke of the fact that he was the last of the prominent actors in early days, naming over those who were gone, and commenting on their connection with the trade.

One knowing all the circumstances cannot help noticing the fact that two lives running so nearly parallel should end together.

With the death of Mr. Potter following so soon that of Mr. Wheeler, all those who were conspicuous in forming and establishing the policy that fostered, protected, and built up the great sewing machine industry of this country have passed away.

And, with the exception of Mr. Grover, all the active heads of the anufacturing concerns that were representative of this industry in its early days, and that survived the struggles of pioneer enterprise to make a continued success, are also gone.

Warren and Woodruff and Wheeler and Wilson made the Wheeler & Wilson Manufacturing Company; Grover and Baker and Potter made the Grover & Baker Sewing Machine Company; Singer and Clark, and the early partners, Phelps and Zeigler, made the Singer Manufacturing Company; and these men, with Howe, made the sewing machine business of America virtually that of the world. Now all are gone with the one exception named.

And so it is of the lawyers, who, in the first decade, played about as important a part in the business as did the inventors and capitalists; they, too, are gone. Not one is left of the judges who decided, or the counsel on either side who argued, the great cases on which the battle for patent rights was fought.

A few, and a very few, of the inventors and mechanics whose ingenuity and skill contributed to the establishing of the business on the basis it finally took, are still alive; and rather more of those who were in the fight, on the other side, whose claims were brushed aside by decisions of the court or the other great tribunal, public opinion. But there are only a handful altogether.

It is safe to say that this group of men of whom we are writing have done a work and filled a place unique in the history of manufactures, creditable to genius and enterprise, beneficial to the humanities, and to progress in the age and in civilization.

The effects which their work has had in raising the standard of the mechanic arts, promoting the economies of life, and giving new comforts and pleasures to the world, may be due largely to the fortunate circumstances that they came to the work at a good time—when the world was in need, and when new needs were to follow. The sewing machine was needed, though the public were slow to believe that fact. These men did believe it, and risked their time and money in the experiment, which proved the correctness of their judgment. The success that followed is a testimony to ability, energy, and integrity, and stamps them as men of genius in its higher sense.

AN EXPLANATION.

Many in the trade have noticed a change in the stationery of the Wheeler & Wilson Manufacturing Company the past few weeks—it now bears the words, "Joseph Powell & Co., Agents-General." It is therefore desirable that we should explain that there is practically no change in the method of conducting the business. Mr. Powell is now nominally the company's agent instead of being as heretofore their general manager. Our readers will recognise in this a return to the style in force in the days of Mr. Richard Hunting.

JOTTINGS

Charles Anton, late collector for the Singer Company at Brechin, has been committed for trial on a charge of having embezzled £50, the property of his employers, between December, 1892, and December last.

* * *

In the last number of *The Nation's Pride*, a periodical issued by the Standard Sewing Machine Company, our attention is called to two facts:—(1) That no gold medals were awarded to anyone at the 1893 Chicago Exposition, and (2) that the "Standard" was the only Sewing Machine Company in competition who did not subscribe to the World's Fair stock.

* * *

Mr. Humphrey Jones, Oil Merchant, &c., 9, Hall Street, Welshpool, in applying for the "White" agency for his district, says, "The Tension Indicator (a recent invention) is a great improvement." He further writes:—"I have sold machines of all makes for the past 40 years, but I consider the 'Peerless' by far the best and most serviceable machine that I have handled." The "Peerless," as our readers know, is a hand machine made by the White Sewing Machine Company, 48, Holborn Viaduct, E.C.

* * *

Last month, Louis Kreuz, a canvasser, was sentenced to six months, imprisonment with hard labour for embezzling £100 from his employers, Hastings, Limited.

* * *

A subscriber asks us for the address of the manufacturer or wholesale importers of the "Fearless" Watch, which he says is of German origin, retailing at 2s. 11½d. He further wishes to take up the sale of any cheap quick-selling novelties.

* * *

A dealer writes us protesting against the untruths which he says travellers are guilty of when trying to take orders. Judging from his letter it would appear that these gentry are prone to keep in the dark, or to mis-state the length of credit allowed by their firms.

* * *

A new domestic machinery and cycle instalment concern is about to be started in the Barbican, London, E.C., with the title of the British Domestic Supply Corporation, Limited.

* * *

On the 24th ult., Frederick Sumsion was sentenced to eighteen months' hard labour for embezzlement. He had been in the service of Mr. F. C. Darke, of 62, Shepherd's Bush Road, W., whose employ he entered on the expiration of a term of imprisonment for a similar offence whilst with Messrs. Bradbury & Co., Limited.

* * *

On another page will be found particulars of an International Exhibition of Art Furniture, Decoration, and kindred trades, which will be

NAUMANN'S

TRADE MARK.

NEW HIGH ARM

SEWING MACHINES FOR THE

BOUDOIR, FAMILY USE, and MANUFACTURING Purposes.

Are the BEST and MOST COMPLETE MACHINES in the Market.

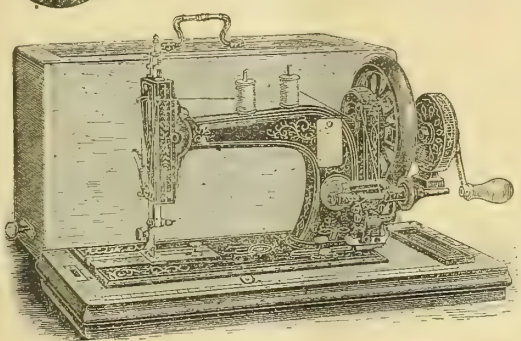
MAKE A PERFECT LOCKSTITCH. WILL SEW FROM THE FINEST MUSLIN TO THE STOUTEST CLOTH.

Are the most Simple in Construction. The most Silent in Action.

WOODWORK TASTEFULLY INLAID WITH MOSAIC.

1,600 Workmen. Yearly Production: 80,000 Sewing Machines, 10,000 Cycles.

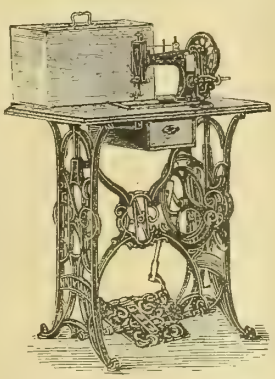
Buy no Machine without the above Trade Mark.



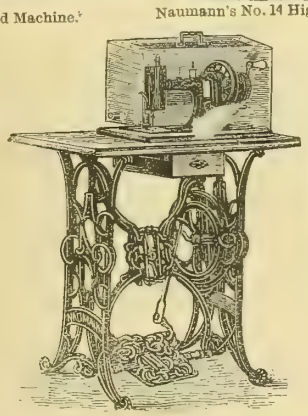
Naumann's No. 9 High Arm Family Hand Machine.



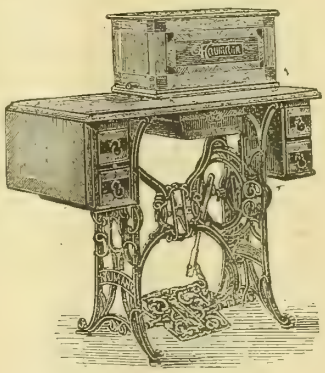
Naumann's No. 14 High Arm Family Hand Machine, with ornamental cover.



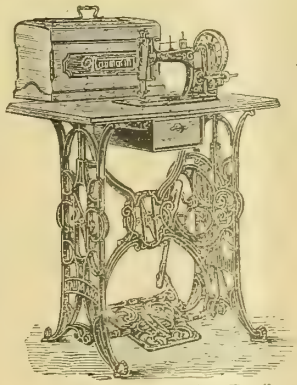
Naumann's No. 26 High Arm Family Treadle Machine, with inlaid cover.



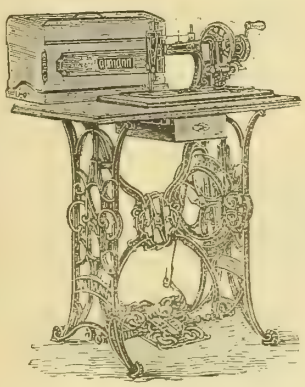
Naumann's No. 11 High Arm Family Hand and Treadle Machine, with inlaid cover.



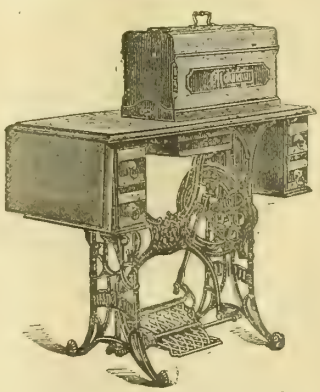
Naumann's No. 60 High Arm Family Hand and Treadle Machine. Extra finish



Naumann's No. 40 High Arm Family Treadle Machine, with ornamental cover.



Naumann's No. 15 High Arm Family Hand and Treadle Machine, with ornamental cover.



Naumann's No. 61 High Arm Family Hand and Treadle Machine. Extra finish.

SEIDEL & NAUMANN, 23, MOOR LANE, LONDON, E.C.

SEIDEL & NAUMANN'S CYCLES were Exhibited at the National Cycle Show, Crystal Palace, and gained the Highest Notice of all Cycle Papers.

Wholesale Department:—First Class Pianos. Self-playing Musical Boxes, Musical Instruments, Musical Albums, Etc., Etc.

ILLUSTRATED PRICE LIST AND FULL PARTICULARS FREE ON APPLICATION.

held in the Royal Agricultural Hall, N., from April 11th to the 21st inclusive.

We have just to hand the first number of the *Samokat*, the new Russian cycling paper. Its proprietor, Mons. Alexandre Orlvosky, of 3, Rue de Clinka, St. Petersburg, has, we observe, not only taken up the agency for cycles and perambulators, but also for the Vertical Feed Sewing Machine.

We have recently received a neat advertising pencil from Messrs. Gibbon & Co., cycle and sewing machine merchants, of 98, West Nile Street, Glasgow, which certainly is a unique production, consisting as it does of a revolving pencil in plated case, with the addition of a calendar which is rolled in the barrel, so that it can be pulled out by a minute knob, and bears an advertisement of the firm on the reverse.

Messrs. Gibbon, we understand, have the sole representation of the Standard Sewing Machine Company in Scotland and the north of England, and are doing good business, both domestic and manufacturing.

As is usual with them at this season of the year, the Vertical Feed Sewing Machine Company, 24, Aldersgate Street, E.C., have been advertising by means of an article of general utility. This year they issue two neat ivorine articles in the shape of a book-mark and paper knife respectively, each of which are of a size convenient for the waistcoat pocket, elegant in appearance, and bear the name and address of the company in gilt letters.

Mr. A. J. Rogers, Maybury Road, Woking, is prepared to take up an agency for musical instruments or furniture, to be sold on easy terms.

On the 29th of December the employees of the Bristol and neighbouring branches of Messrs. Bradbury & Co., Limited, presented Mr C. J. Webb, their district manager, with an illuminated address and three suitable gifts, on the occasion of his leaving Messrs. Bradbury & Co., Limited, after ten years' service in the firm's Bristol depot. Messrs. Scrymgeon, Underwood, Clements, & Cowie, made the presentation in suitable words.

On the 11th ult., before Mr. Commissioner Kerr, at the City of London Court, a case was tried in which Mr. T. C. Rance, of Three Colt Street, Limehouse, E., sued Miss A. Moore, of 76, Hounsditch, for recovery of £1 deposit paid on a mail cart. The evidence given by the plaintiff showed that he had obtained a mail cart of defendant on approbation, leaving the sovereign as deposit thereon, but his customer not liking the cart, plaintiff returned same, whereon defendant refused to return the deposit. The defendant maintained that the cart was not had on approval but bought. A verdict for the plaintiff with costs was given.

For obtaining a mail cart under false pretences from Mr. T. Marchant, cycle and perambulator dealer, London Road, St. Leonards, Philip Newton Wright was tried, before the Hastings Borough Bench, on the 8th ult. The event took place on the 6th ult., when prisoner called at prosecutor's shop and asked for a mail cart for his (prisoner's) father, but on obtaining possession of it endeavoured to sell it to a publican for 7s. 6d. The case was heard fully, and the prisoner was committed for trial.

Mr. E. C. Stephens has been appointed to the management of Bradbury's Nottingham depôt.

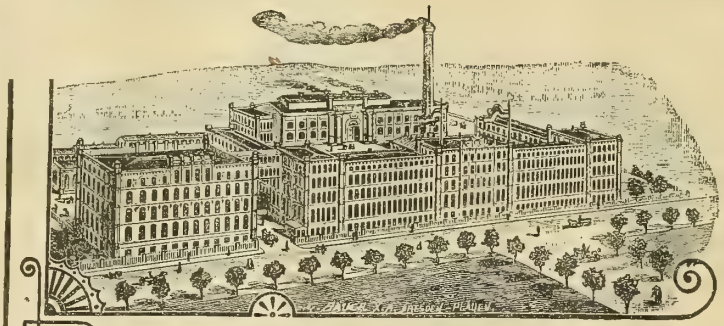
Messrs. B. Arundel & Son, cycle agents, Rothwell, Leeds, now sell perambulators and sewing and washing machines.

A manufacturer asks us to insert an inquiry as to the present address of Mr. William Perry, sewing machine dealer, late of 607, High Road, Tottenham.

SEIDEL & NAUMANN'S MANUFACTURES.

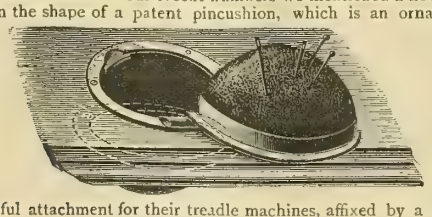
In a previous issue we gave our readers an account of the ceremony in connection with Seidel & Naumann's celebration of their 25th anniversary. We now hear that within the past few weeks they have completed the manufacture of 3¼ million sewing machines, which is truly a very promising result for only twenty-five years' work, especially when it is remembered that Mr. Naumann, the principal, commenced with two workmen only.

Seidel & Naumann's sales in the past year (1893) of sewing machines and cycles amounted to £236,100, against £215,450 in 1892—a net increase for the year 1893 of £20,650. This is proof that their machines are well appreciated by their numerous customers throughout the world. This firm are the largest and foremost manufacturers of these goods on the Continent, and they employ more than 1,600 workmen. Their output last year was 80,000 sewing machines and upwards of 10,000 cycles, yet orders for more than 2,000 cycles could not be executed. To cope with their increased trade, Messrs. Seidel & Naumann have been compelled to considerably enlarge their factory, of which we give our readers an illustration, and there is sufficient accommodation for more than 1,000 extra workmen in the new building.



MESSRS. SEIDEL AND NAUMANN'S FACTORY.

Seidel & Naumann use in the manufacture of their production the very best material only, and they can give a full guarantee comprehensive of all parts, as every detail is manufactured by them in their own works. Their machines are an equipment of the very best and latest improvements, such as footrest, automatic winder, self-threading shuttle, &c. In one of our recent numbers we mentioned a novelty of theirs in the shape of a patent pincushion, which is an ornamental



and useful attachment for their treadle machines, affixed by a nickel-plated hinge to the machine table (annexed illustration shows the pincushion). These pincushions can be easily attached to any machine by simply cutting a hole in the table. Another invention of this firm is a patent metal box to hold loose bobbins. This is sent free with each machine, and its practical use is patent to every one. In addition to these, Seidel & Naumann supply all their treadle machines either with compact monogram sides to the stands, or with artistic open work sides, of which illustrations are given in Seidel & Naumann's advertisement on another page.

Seidel & Naumann have always a very large stock of sewing machines (more than 1,000) at their warehouse, 23, Moor Lane, E.C., besides a stock of first-class German pianos and a large assortment of musical boxes, albums, &c. Last season they did a large trade in the latter articles.

IMPROVEMENTS IN KNITTING MACHINES.

Mr. G. Stibbe, of 25, Jamaica Street, Glasgow, has just issued a circular to the trade of which the following is a copy:—

Dear Sir,—I have pleasure in submitting particulars of various improvements applied to my knitting machines, some of which will, I trust, prove of interest to you. All the machines are fitted with those valuable improvements the Patent Brush Latch Openers and (wherever possible) with the Patent Automatic Cams, which can be had on no other make of machines. I shall be glad to furnish complete details, engravings, and samples on being favoured with a communication, and remain,

Yours respectfully,
G. STIBBE.

1, Power machine of simplified construction, exceedingly low price, and large output for a variety of ribbed and plain fabrics. *2, Rib-Vests or Bodices, 2 and 2, with Automatic Welt, formed after each vest-length or half-vest length, without stopping the machine. 3, Fancy Bodices, Skirts, Dresses, Sweaters, &c. — Automatic power machine for an unlimited variety of beautiful fancy fabrics in one or more colours. The same machine can be used for ordinary goods. 3b, Fancy Bodices, Skirts, Dresses, Sweaters, &c.—By hand, for limited output. *4, Rib-Tops and Borders.—1 and 1, 2 and 2, Royal Rib, &c., &c., from 900 to 2,000 tops per day. Unsurpassed for quality. 4b, Rib-Tops and Borders.—For 1 and 1 rib, by hand, for limited output. *5, Scotch Shooting and Cycling Hose.—Automatic machine for checks and other patterns in unlimited variety, and beautiful elastic web. 6, Gloves—plain and fancy.—Plain gloves and fancy Tuck and Jacquard patterns on the new I. P. and Ideal machines respectively. 7, Fingering of Gloves, Footing of Hose, and for plain seamless hose, &c.—The patent Ideal Knitter (hand), with numerous pat. improvements. 8, Rib-Pants, with or without cotton-back.—Pat. C. machines (hand). Beat all other machines, hand or power, for that article. Uninterrupted success since 1886. 9, Combination Dresses.—Pat. Combination (hand) machines, produce 20 per cent. more than any other machines on these goods 10, Jerseys and Semmits.—Pat. Flat Web machine (power), very great production, and quality equal to best frame knitting. 10b, Jerseys and Semmits.—By hand. 11, Do. Seamless.—Patent Automatic Cams applied to double system machine produce double quantity seamless web in any width, with mock seam. 12, Striped Goods.—Pat. Automatic Striping Appliance, from 2 to 4 colours for cuffs jerseys, hose, &c.

THE PRAM. BUYERS' GUIDE.

On the 1st of next month we shall publish our seventh annual "Buyer's Guide to the New Season's Designs in Children's Carriages," and shall be pleased to receive items for same, also all advertisements, as early in February as possible.

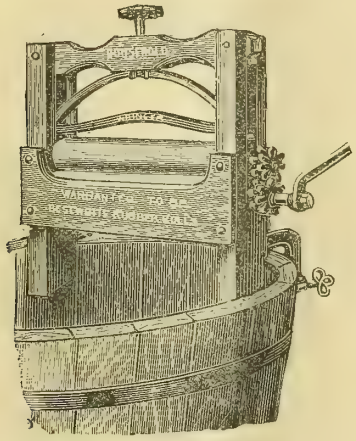
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

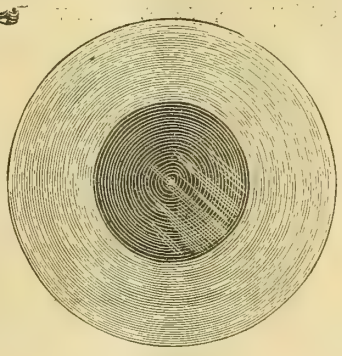
The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS?



This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.

ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

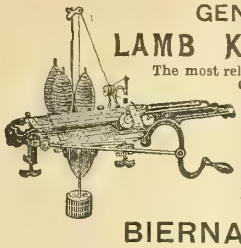
THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.

GENUINE AMERICAN

LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

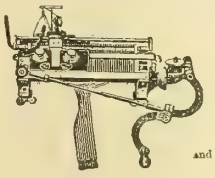


SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,

44, MANSFIELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post

TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 7 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 18, Upper Brook St., Manchester

Telephone No. 4667. *Telegrams*, "*Grovod, London.*"

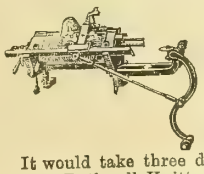
GROVER & WOOD

AMERICAN ORGAN AND HARMONIUM MANUFACTURERS,

62, GLENGALL ROAD, OLD KENT ROAD, LONDON, S.E.

First-Class Quality. *Low Prices.* *Latest Improvements.*

WRITE FOR NEW ILLUSTRATED LIST.



The New

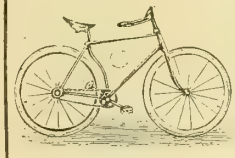
ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which Knit Stockings, Socks, Gloves, Combinations, Vests, in fact everything, in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

The Pneumatic Rest and Improved Cycle Accessories Syndicate, Limited, has recently been formed, with a capital of £30,000.

With a similar amount of capital, we understand that the Giraffe Cycle Company will shortly come into life in Dublin.

A system has been patented recently by Mr. F. F. Moen, of Brooklyn, whereby joints for cycle frames can be made adjustable.

A very successful cycle exhibition, with 160 stands, was opened on January 10th in Paris, and a large number of English firms exhibited.

A particularly comfortable saddle has just been brought out by Messrs Brampton, of Oliver Street Works, Birmingham, called the "Brampton No. 5."

The Ideal Pneumatic Tyre Company, which has recently been registered, has acquired the rights and interests of Mr. J. S. Smith's "Macbeth" tyre, the possession of which patent will enable the "Ideal" to be fitted to any rim.

The Cycle Rubber Company, Limited, will shortly put on the market a new tyre, yclept the "Trigwell" (Hall's patent), a "detachable," with advantages likely to create a stir in the trade.

Cycle agents and importers will rejoice to learn that there is every possibility of the duty on bicycles in America being reduced from 45 per cent. to the original tariff of 35 per cent. The duty, however, on unfinished parts it is proposed to increase.

For the acquisition of the patents and inventions in the manufacture of cycle rims, &c., of Mr. C. H. Pugh, Birmingham, and to carry on business in connection therewith, the Jointless Rim, Limited, has been formed with a capital of £50,000.

The annual meeting of shareholders of the Coventry Machinists' Company was held on the 15th ult., the profit and loss account read thereat showing a loss for the year ending September 30th, 1893, of £25,971 16s. 3d. A committee of inspection was formed to go into the position of the company.

Justin's Cycle Company, hitherto of 79, Upper Barton Hill Road, Bristol, and one of the leading cycle agents in the town, in order to cope with their increasing business, have removed to greatly enlarged premises in the same town, at 18, Lawrence Hill. The shop window is rendered particularly attractive by reason of the exhibition of an old boneshaker, side by side with a '94 "Nimrod" racer.

The statistics of the cycle trade for 1893 are as interesting as they are satisfactory, inasmuch as they evidence the vast strides made by the trade during that time. During 1893—the record year—the exports of the cycle trade amounted to no less than £1,039,591, or an advance of £123,735 on the previous year. Even in December the value of exported goods was £47,195. The amount invested in New Cycle and Accessory Companies during the year totals at £1,377,700. In the course of the year there is record of 63 failures in the cycle trade.

A chainless safety is just now occupying the attention of the League Cycle Company, of Connecticut. Two bevel gears, adjusted on ball bearings, supplant the chain and chain wheels. The wheels of this gear have teeth cut by a special process, and are encased in dust-boxes made of aluminium, fitted on the centre of the crank shaft bracket. A shaft is attached to one of the gear wheels and passes through the rear fork of the frame to the hind wheel, where it actuates two more gear wheels. The Company claim that their system is greatly superior to chain gearing.

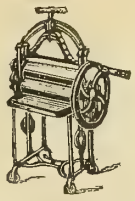
Yet another type of pneumatic tyre has been designed by Messrs. J. & M. Remy, of Lyons, France, in which the air tubes are divided into a number of separate chambers which, though capable of being inflated all at the same time, are so constructed that each compartment retains its individuality, and should one be punctured none of the others are affected, and consequently the evil effects of a "flabby" or deflated tyre are entirely eliminated.

The same idea, though not in such an advanced manner, is also embodied in the construction of a new tyre in the plans of Mr. F. D. Owen, of Washington, U.S.A., who has the whole tyre made from one piece of vulcanised rubber, with, of course, a due proportion of canvas. In an effective yet simple manner two air chambers are made to run parallel throughout the tyre by the expedient of joining the ends of a sheet of rubber and forming an endless band, the edges of which being turned back on themselves thus give a double-chamber, so that should one sustain a puncture the other would safely carry a rider home.

BELTS! BELTS!! BELTS!!! — For Sewing Machines (round). Best Straight-grained Leather. Assorted lengths from 54 to 60 in.; 18s. per gross, nett cash.—Harvie's, 110, Kirkdale Road, Liverpool.

CYCLE OILS Burning and Lubricating, Loose or Bottled. Knitting Machine, Wringer, and Pram Oils. All kinds of Machinery Oils.—Lady Bridge Oil Works, Spring Street, Hull.

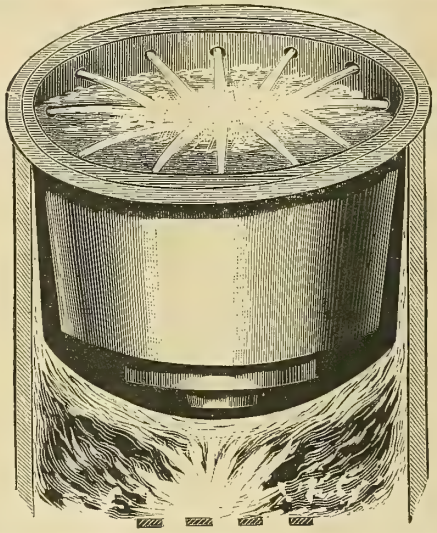
SEWING MACHINES.—Agents on the look-out for a first-class make of Machines to push, should apply to us for Illustrated Catalogue and Terms. Machines for all classes of work at keenly-cut prices. Oils, &c.—The Victoria Manufacturing Company, Glasgow.



Section

Messrs. Treggon & Company, Limited, of York Works, Brewery Road, London, N., are introducing a new Automatic Washing Machine which they have named "The Torrent" Washer. This apparatus, the invention of a London lady, consists of an inner vessel—the washer—with steam ring and funnel and eight or ten holes around its upper circumference. The washer is merely placed into an ordinary copper, a flange preventing the above-mentioned funnel touching the bottom, but at the same time so close that the steam cannot rise into this inner vessel, whilst the water is never in a state of ebullition, the advantages of which are apparent.

The space between the washer and the copper into which it is inserted is filled with water, which, when boiling, enters the inner vessel by means of the holes shown in our illustration, passes through the



clothes, thus giving them a thorough cleansing, then out of the funnel at the base, but to be again brought to a boiling point when the process is repeated, a continual circulation being the result. Clothes to be washed by the "Torrent" are first soaked, then placed under the action of the washer for half-an-hour or so, and lastly wrung in the usual way.

Our readers will be pleased to hear that, as from the 15th of last month, the mangle manufacturers have reduced their prices 1s. 6d. on sizes up to 22 inch and 2s. on larger machines.

Mr. H. J. Morriss, of 48, Pepys Road, New Cross, S.E., has just been appointed the sole agent in Great Britain for the Leverich Washing Machine, of which Messrs. Vreeland & Cole, Geneva, N.Y., are the makers.

£50 OFFERED FOR PARROTS that repeat "Dunkley's Baby Car Ball Bearings, 105s."—76, Houndsditch, London, or Birmingham.

THE IDEAL KNITTER.—The Machine, at last, which will give you No Trouble (see advertisement elsewhere). A few Sole Agencies still open where not represented.—Write at once, G. Stibbe, Glasgow.

ENTWISLE & KENYON'S ACCRINGTON MANGLES

AT

KEIGHLEY PRICES.

DESIGNED FOR HARD USAGE.

NO BETTER SEASONED ROLLERS IN EXISTENCE.

WRITE FOR LIST OR SEND YOUR NAME ON POST CARD AND TRAVELLER SHALL CALL.

OTHER SPECIALTIES IN

Carpet Sweepers, Meat Choppers, Step Ladders, Draught Excluders, &c.

ENTWISLE & KENYON,

ACCRINGTON.

THE

EXHIBIT

OF

◆ STAR ◆

BABY CARRIAGES

AND

MAIL CARTS

AT THE

STANLEY SHOW

WAS THE

TALK OF THE PLACE.

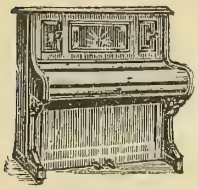
Dealers should not fail to see our latest Novelties before placing their Orders for the New Season.

New Illustrated Catalogues ready January 1st, 1894.

STAR MANUFACTURING CO.,

STAR WORKS, GOODINGE ROAD,

LONDON, N.



Section

A thing of beauty and a joy for—this season, is the elegant catalogue of Messrs. Challen & Son, lately out, and in it are illustrations of their latest new models, among them being two built to stand the Indian climate.

* * *

From the days when Pan piped, and "*Orpheus with his lute made trees and the mountain tops that freeze, to bow,*" the flute has ever been the subject of attention, and especially during the last half century has inventive genius been devoted to its improvement.

* * *

A full and complete history of this little instrument has recently been given by Messrs. Rudall, Carte, & Co.; who, as is well known, have long been flute-makers. Flutes are of two classes, those with a conical and those with a cylindrical bore; the former form being almost universally in use prior to 1847, whilst even to the present day military flutes retain this shape, as also do the ordinary one to eight key instruments. Reference having been made to the various defects of the cone shaped interior, and also to its good points, the patenting of the cylindrically bored flute with a parabolic head next stands out as an important item, This was done in 1847 by Messrs. Rudall, and it is practically the prototype of the modern flute.

* * *

The later improvements appear to have been more in respect to the holes of the flute, and much scientific study has had the result of introducing a system of "hole placement and size" based on a dual foundation of theory and practical experience, by which an equality of tone, quality, and power has been ensured.

* * *

The name of Messrs. J. J. Hopkinson, of Margaret Street, Cavendish Square, W., is a sufficient guarantee that "How Pianos are Made"—a pamphlet they have just published—is a work containing useful and valuable information on the subject of which it treats. It details *in extenso* the whole processes of piano-making, gives many practical hints, is well illustrated, and, moreover, describes fully the firm's factory.

* * *

Piano manufacturing would appear, from probate duty lately paid on the personal estate of a recently deceased member of the trade, to be not the least of profit-yielding concerns. For the country to take over £71,407 4s. 5d. in this manner, and that, too, but the percentage on a partnership share, throws a broad beam of light upon the enormous aggregate turnover, and consequent liberal profit, that must accrue from engaging in piano-building.

* * *

The well-known organ manufacturers, Messrs. H. Lehr & Co., of the United States, through their agents in London, Messrs. E. Hirsch & Co., of 59, 60, and 61, Hatton Garden, E.C., are introducing a novelty which bids fair to become popular in musical circles. It is an organ possessing seven octaves of reeds, specially adapted to express with equal effect the individual characteristics of sacred and secular music. In appearance it is like an upright piano.

* * *

It is also worthy of note that Messrs. Hirsch have ceased to be the English agents of the Story & Clark Organ Company, Chicago, this latter firm having established a London branch and factory at 62, Tabernacle Street, E.C., with Mr. W. H. Taylor as their representative.

* * *

Messrs. J. G. Murdoch & Co., Farringdon Street, E.C., who represent Messrs. E. P. Carpenter & Co., have introduced an organ on a new model, by the latter firm, the special advantage claimed on its behalf being the facility in duet-playing of enabling the executants to individually use their own stops. It has 7¾ octaves and five stops—three treble and two bass; a coupler worked by a centre foot-pedal on each side, which are those for blowing, and a "swell" regulated by the pressure used in blowing. A unique feature is the position of the stops, which are on the key blocks instead of in front as was heretofore usual.

* * *

On show at Kiralfy's Kensington Constantinople is an exhibit of special interest to the trade in the form of a new patent respecting piano attachment, the invention of Mr. Ajello, and brought out by Messrs. G. Ajello & Sons, 104, Park Street, London, N.W. The attachment, which can be fixed on to pianos of the usual type, is, as its name implies, specially intended to enable any notes to be repeated automatically in either the bass or treble clef at will, whilst the accompaniment can be played as usual. The attachment is in two parts, so that by an arrangement of stops, which are worked by pedals, the bass or treble "repeat" can be brought into action either separately or concurrently.

THE WORLD'S FAIR.

No. V.

Sewing Machine Section (*continued*).

C. O. Crosby. Pat. No. 90,507, May 25, 1869.

An early shoe sewing machine, adopted for doing either "turned work or "welted" work.

D. Mills. Pat. No. 96,944, Nov. 16, 1869.

A chain-stitch, shoe sewing machine, particularly intended for sewing outer soles to welts. Comprises a curved awl, a curved hook-needle combined with special work-supporting and feeding mechanism.

B. Rudolph. Pat. No. 99,481, Feb. 1, 1870.

A form of glove sewing machine, wherein is embodied a horizontally reciprocating needle and thread-carrying looper, and a pair of rotating feed-discs. The work is placed between the feed-discs, and as it is moved forward the needle and looper co-operate to form stitches in the usual manner.

H. P. Henricksen. Pat. No. 104,590, June 21, 1870.

This machine is especially adapted for over-seaming the edges of pieces of kid or other leather used in the manufacture of gloves. The devices comprise a horizontally reciprocating needle and a shuttle reciprocating in the arc of a circle on a vertical plane to carry the shuttle-thread over the edge of the fabric and across the path of the needle, so as to produce a series of binding stitches over the edge of the fabric operated upon.

Wilcox & Carleton. Pat. No. 116 523, June 27, 1871.

Pull-off, consisting of three "pins or eyes," two of which are secured to needle-arm and the other to the frame of the machine. Location and arrangement, relative to thread supply and intermittent tension, such as to supply sufficient thread to form stitch, irrespective of thickness of goods.

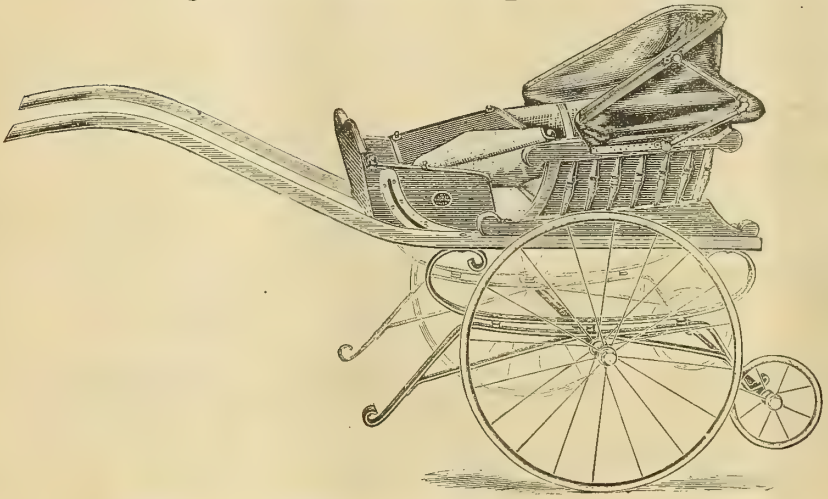
D. W. G. Humphrey. Pat. No. 123,348, Feb. 6, 1872.

An improvement upon the original Humphrey patent of Oct. 7, 1862. Means are provided for regulating the lateral movement of the needle to vary the depth and stitch. The button hole is cut while the material is in the clamp.

WHY DON'T YOU WRITE TO

ROTHSCHILD & BAKER,

31, St Paul's Square, Birmingham,



FOR

NOVELTIES

IN

Perambulators,

Mail Carts,

Invalid Chairs?

HIGH CLASS GOODS. LOW PRICES.

BRADBURY'S NEW GOLOSH MACHINE.

One of the pressing requirements of the shoe trade has for long been that of a cylinder wheel-feed golosh machine, to take the place of the flat machines mostly in use. Messrs. Bradbury & Co., are therefore to be congratulated on their most recent production, which all experts who have examined it admit solves every problem. With this machine the operator can sew straight round the work without stopping, as is necessary with flat machines, thus reducing trouble in lasting and leaving all the fulness in the back of the upper. It is obvious that such a machine is of great advantage in sewing button strips or performing scalloping operations on to old golosh work, and in practice it is found not to damage kid legs, yet at the same time to be double as fast as machines working with the step feed which have the additional disadvantage of drawing the lining of the upper more than the golosh, thus throwing the upper out of shape. To thoroughly understand the superiority of the work done on this machine, it is necessary to compare samples made on same with those executed in the usual way, and then there can be no question as to the value of this latest production of the famous Wellington Works.

We might add that the machine is free from all complications, the shaft operating the rotary hook being hollow, through which passes a second shaft at the end of which is placed the wheel feed. The machine is remarkably noiseless and speedy, as well as being easily adjustable and durable in wear.

Failures and Arrangements.

HENRY BORRIDGE, Domestic Machinery Dealer, 124, Alfred Street, South, late 258, Alfred Street, Central, Nottingham.

The Official Receiver for the Nottingham district has now issued particulars under this failure, from which it appears that the unsecured liabilities amount to £118. The assets are estimated to produce £26, thus leaving a deficiency of £92.

The report and observations of the Official Receiver are to the following effect :—The bankrupt states he commenced business about August, 1878, with a capital of £50, which he had saved. The only assets in the bankruptcy are book debts estimated to produce £15 16s. 3d., and as the debts are due from people paying very small instalments per week, it is not probable that anything like this amount will be obtained from them. The bankrupt states that in order to obtain money to file his petition he, on the previous day, sold three second-hand sewing machines by private treaty for £2 7s. 6d., and the rest of his stock, together with all fixtures and fittings, was on the same day sold by a local auctioneer, and realised £5. He also at the same time sold book debts amounting to about £20 for £5. The whole of the furniture and effects at 124, Alfred Street, South, are claimed by the debtor's wife as having been bought by her out of her savings as a dressmaker, which occupation she has followed since her marriage. It is stated that the present furniture and effects were partly bought, and partly devolved on the bankrupt's wife on the death of her mother in 1887, and they are said to have replaced the effects of the bankrupt, which were then sold. The bankrupt's wife, who is stated to be the tenant of the above address, has produced to me her account book, showing her takings as a dressmaker. The debtor alleges his failures to have been caused through bad trade and losses in trade. The bankrupt has kept a sales ledger, a day book, and a book in which he has entered his receipts, but the latter has never been cast up. He states that he became aware of his insolvency about twelve months ago, and that he has contracted debts since then to the amount of £25 with five creditors.

The first meeting of the creditors interested herein took place on the 9th ult. at the offices of the Official Receiver, Nottingham, but as there were not enough creditors present to form a quorum no resolutions could be passed. As the debtor had no offer of composition to make he was adjudicated bankrupt, and the estate will be administered by the Official Receiver in the usual way.

SAMUEL LEE BRYAN, Sewing Machine Dealer, Derby.

This debtor came up for his public examination at the Derby Bankruptcy Court on the 9th ult., before his Honour Judge Digby.—The debtor, in reply to questions, said he commenced business in Harrow Road, London, in October, 1888, as a mantle and jacket salesman, and nine months later he turned the premises into a furnishing and domestic machinery depot, and as a commission agent for certain machines. He carried on that business until August last, when he was sold up by his landlord, and he assigned certain book debts to his father-in-law, who had from time to time lent him £225. He subsequently removed to Derby, where his wife opened a shop in the Wardwick with her own money. He admitted having on one occasion attempted to conceal his identity in order to evade bankruptcy notices. The examination was finally ordered to be adjourned, in order that the Official Receiver might have an opportunity of going through the debtor's books.

BICKERS & CO., general house furnishers, Dewsbury and Mirfield.

In the above bankruptcy Messrs. W. Summerscales & Sons, Keighley, are creditors for £78 12s. 6d.

THOMAS N. LAZONBY, cycle agent, 8, Hardwick Terrace, Stockton-on-Tees.

In the above bankruptcy Messrs. Varley & Wolfenden, Keighley, are creditors for £14.

JOHN GREENALL (J. B. Liptrot), laundry engineer, 120, Portland Street, and 5, New Wakefield Street, Manchester, and 4, Vernon Grove, Eccles, near Manchester.

The above has been adjudicated bankrupt. Among the principal creditors are the following :—

	£	s.	d.
American Wringer Company, London ...	52	16	0
Glover & Hobson, ,, ...	25	3	9
Smith & Wellstood, ,, ...	22	18	3
Cherry Tree Machine Company, Blackburn	67	1	6
Taylor & Wilson, Clayton-le-Moors	30	0	7
Liptrot, R., Eccles	10	16	3
Liptrot, M., ,, ...	20	0	0
Tinkers, Limited, Hyde	34	15	6
Summerscales & Sons, Keighley	28	8	1
Gratrix, S., Jun., & Bros., Limited, Manchester	29	3	8
Lloyd & Lloyd, ,,	12	19	1
Manlove, Alliott, & Co., ,,	104	0	0
Barlow, H. B., & Co., ,, say	70	0	0
Thomas & Taylor, Stockport...	68	19	3
Craston, R. H., Wigan	10	0	0
Fully Secured Creditor	556	17	2
Partly Secured Creditors.			
Frinneby, Mrs. C., London (Estimated value of security, £16 10s. 2d.)	17	5	8
Bolton, R., Wigan (Estimated value of security, £22 2s. 3d.) Total estimated amount, £67 5s. 8d.	50	0	0
Preferential Creditor.			
Hibberson, W., Manchester	15	0	0

CHARLES JOHN GRIFFITH, 29, Station Road, Willesden Junction, and CHARLES T. AHIER, 30, Minet Avenue, Harlesden, trading as the NOR'-WEST MACHINE STORES, 29, Station Road, Willesden Junction, 151, High Street, Acton, and 358, High Road, Kilburn, dealers in domestic machinery.

A receiving order was granted in the above on January 4th.

JERRAM SEWING MACHINE SYNDICATE.

The above company is being wound up. Claims to the liquidator Thomas Matthew Stanbury, Gothic House, Liscard, by February 5th.

JAMES EGDELL (J. J. Egdell & Co.), cycle manufacturer and sewing machine dealer, Northumberland and Newgate Streets, Newcastle-on-Tyne.

The creditors of the above are being asked to assent to a deed of assignment. The liabilities are £2,777 2s. 2d., and the assets are estimated to produce £2,000.

NOTE :

A Thousand assorted Bedsteads at Old Prices for Immediate Orders.

NO ADVANCE.

WRITE FOR LIST.



Prices cut Fine for Prompt Cash Buyers.

BEDSTEADS
From **7/-** each.

PERAMBULATORS
From **15/6** each.

MAIL CARTS
From **7/6** each.

RECENT CHANGES IN THE TRADE.

Abergavenny.—Mr. Dean has closed his ironmongery, perambulator, and washing machine business at 2, Cross Street.

Armley.—Mr. E. Bush, late of 7, Cedars, Armley, has removed his perambulator business to 10, Stratford Road, Leeds.

Banbury.—The Great American Bazaar Co., dealers in perambulators, washing machines, &c., have given up business in the town.

Berkhampstead.—Mr. J. Porter, cycle dealer, has closed his warehouse at The Lamb.

Bilston.—Mr. H. W. Pidgeon, furniture, piano, and organ dealer, of 59, Church Street, has taken up the sale of sewing machines and domestic machinery.

Birmingham.—Messrs. R. King & Co. no longer carry on their cycle trade at 28, Guest Street, Hockley.

Blackpool.—The cycle agency hitherto worked by Mr. Thompson at Waterloo Road, South Beach, no longer exists.

Bolton.—Mr. J. Driver, cycle dealer, 89, Weston Street, Darby Street, has terminated his business connection at this address.

The Royal Hunter Cycle Co., in addition to selling bicycles, also trade in perambulators and mail-carts at their extensive premises, 23-29, Manchester Road.

Bradford.—Messrs. W. H. Spruce & Son have gone from their premises, 1,252, Leeds Road, leaving no address. Mr. J. Hart has also given up his cycle agency at 409, Bowling Back Lane.

Brierley Hill.—Mr. Fisher has closed his premises at 75, High Street, where he heretofore carried on business as dealer in musical instruments, sewing and washing machines.

Buckley.—Messrs. S. Aston & Son, cycle, furniture, and domestic machinery dealers, have ceased to carry on business in the High Street.

Burgess Hill.—Mr. C. Austen, general dealer, St. John's Common, has taken up the sale of wringing and washing machines.

Burton-on-Trent.—Mr. E. Smith, of 153, High Street, has closed his washing machine, &c., agency.

Bury.—Mr. A. Horrocks, dealer in washing machines at Fleet Street, has recently died.

Carlisle.—Mr. W. Wood, house furnisher and dealer in pianos and domestic machinery, has left his Irishgate depot.

Darlington.—Mr. J. Thompson, cycle dealer, of 35, High Row, has recently died.

Eccles.—Messrs. J. & J. Robertson, Limited, cycle makers and engineers, and dealers in perambulators, sewing machines, and domestic machinery, have branch depots at Patricroft, Bolton, and Sale.

Fareham.—Mr. J. J. Jarman, furniture, piano, and sewing machine dealer, has closed his West Place shop.

Felling-on-Tyne.—Mr. M. Beckwith, of 53, Carlisle Street, dealer in furniture, knitting machines, and domestic machinery, has left the town.

Fenny Stratford.—Mr. Geo. Arches, engineer and dealer in sewing machines, has given up business.

Ipswich.—Mr. H. Whillier, perambulator and domestic machinery dealer, has removed from 13, St. Nicholas Street, to 31, Carr Street.

Leamington Spa.—Mr. J. T. White, 44-46, Regent Street, has given up the sale of perambulators and mail-carts.

London, W.C.—Messrs. F. Bennett & Bennett, 31, Theobald's Road, have taken up the sale of wringing and washing machines. *S.E.*—Mr. W. Chapman, 26, Portland Road, South Norwood, has added the sale of perambulators and mail-carts.

Maidenhead.—The business of furniture and perambulator dealer, carried on till recently by Mr. J. F. Carbutt, has been taken over by Mr. T. J. Lovegrove, who was with the deceased gentleman for many years.

Newport Pagnell.—Mr. J. Line, "fancy trader," of St. John's Street, has taken up the sale of cycle and sewing machines.

Portsmouth.—Mr. E. Scarrott has closed his depot for cycles, furniture, and domestic machinery at 9, Ariel Road, Fratton.

Runcorn.—Mr. W. Dutton, dealer in furniture, pianos, and washing machines, has left his Church Street premises; as also has Mr. A. Holt, dealer in perambulators and mangles, left those in Regent Street.

St. Helen's.—Mr. S. Hanson, of Duke Street, dealer in furniture, pianos, and sewing machines, has left the town.

Scarborough.—Mr. J. Gower, cycle agent, has gone, leaving no address.

Sheffield.—Mr. C. Chappell, cycle dealer, Co-operative Street, has closed his shop.

Southport.—Mrs. Jackson, piano and furniture dealer, has gone from 6, King Street.

South Shields.—Messrs. F. D. Stewart & Son have given up the sale of wringing and washing machines.

Stratford-on-Avon.—Mr. Cotterill, cycle and domestic machinery dealer, no longer carries on business at Henley Street.

Torquay.—Messrs. McCormack & Co., Limited, cycle and sewing machine dealers, have left their Fleet Street premises, but continue their business in Plymouth.

Walsall.—Mr. W. Stanley, 2 and 3, Stafford Street, cycle agent, has closed his premises.

Whitchurch.—Mr. T. C. Howell, cycle agent, has recently died.

Winchester.—Messrs. Dingle & Williams have changed the style of their firm to R. F. Williams, who will still act as a cycle and sewing machinery agent, at the premises 72, Parchment Street.

Witham.—Messrs. Wilson & Son, cycle agents, High Street, have gone away.

Woking.—Mr. A. J. Rogers now carries on a growing business as furniture, cycle, and domestic machinery dealer, at a new address, Maybury Road, having removed here from Guildford.

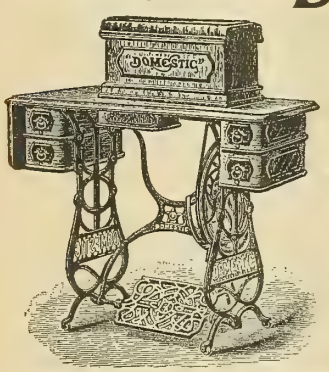
Wolverhampton.—Mr. J. Johnson, cycle, furniture, musical instrument, sewing machine, and domestic machinery dealer, has left his shop in 153, Bilston Street.

Worcester.—Mr. W. H. Hughes, cycle dealer, has closed his shop in 4, St. Swithin's Street.

Mr. B. Dobson, cycle dealer, Station Road, has vacated the above premises.

AMERICAN "DOMESTIC" SEWING MACHINE

FOR THE FAMILY OR THE MANUFACTORY.



IT STANDS AT THE HEAD BECAUSE

It is the simplest machine made, having few parts, no complications, and requires little skill in management.

It is the lightest-running machine, hence produces less fatigue in operating, and on that account is especially recommended by the medical faculty.

It is adapted to the greatest range of work, will do the finest as well as the heaviest, and is suited to the use of all appliances that facilitate the ordinary, fancy, or difficult work.

It is always ready for use, and requires no special adjustment when the work is changed.

It is the most durable machine ever made. Its construction is in accordance with the most advanced and approved mechanical principles, and all the parts are case-hardened, working on adjustable conical bearings.

HAND MACHINES from £4 4s., TREADLE MACHINES from £5 10s.

Terms and full particulars can be obtained from

GORDON & GOTCH, 15, St. Bride Street, LONDON, E.C.

AGENTS WANTED WHERE NOT ALREADY REPRESENTED.

BIG DISCOUNTS.

VACANCIES in a FEW TOWNS for LIVE AGENTS.

BIG PROFITS.

NEW AGENCY TERMS—DEALERS PLEASE WRITE.



IF YOU WANT TO SEW

ANYTHING,
ANYWHERE,
ANY SHAPE,
ANY TIME,

THE "NO. 9" IS EVER READY TO DO IT.

It took the GRAND PRIZE at Paris, 1889, over the leading machines of the world as the most advanced sewing machine mechanism.

The rotary principle is the true one and wins every time.

Agents wanted wherever not represented. Address for terms,

WHEELER & WILSON MFG. CO.,

21, Queen Victoria Street, London, E.C.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

23,806. J. W. Watts, for improvements in latch needle knitting machines, and in appliances therefor.

23,813. J. C. Chaddock, for a finger protecting device for use in sewing and the like.

24,086. W. S. Ward and H. F. Lancashire, for improved apparatus applicable to straight bar knitting machines.

24,147. W. Arkwright, for improvements in or relating to knitting machines.

24,173. H. Bremer, for a method of storing or mounting eyelet button fasteners for facilitating their introduction into button fastening machines.

24,174. H. Bremer, for a machine for fastening eyelet buttons to boots and other objects.

24,265. J. G. Powell, for improvements in machinery for automatically knitting socks or stockings with seamless heels and toes.

24,311. A. Lee and F. W. Pare, for improvements in latch knitting needles used in hosiery knitting machines and other similar knitting machines.

24,316. F. Maginn, J. Shovelton, and J. Maginn, for improvements in sewing machines.

24,488. W. S. Dove, for improvements in perambulator and mail carts.

24,497. The East London Machine Company, for improvements in or pertaining to perambulators and other like carriages.

24,697. C. Guy, for improvements in sewing machines.

24,829. F. London, for a flexible steel loop or clip for suspending the bodies of baby carriages to the handles, framework, or springs.

24,842. J. Y. Johnson, a communication from J. L. Follett, of United States, for improvements in sewing machines.

24,862. H. H. Lake, a communication from J. B. Hipwell, W. S. Janney, and A. K. Scholl, of United States, for improvements in knitting machines.

24,893. W. Webster, for improvements in over-head sewing machines.

24,910. H. H. Lake, a communication from The Lincoln Machine Company, of United States, for improvements in sewing machines.

25,045. W. H. Dorman, for improvements in sole sewing machines.

25,069. W. P. Thompson, a communication from O. A. Petschke, of Germany, for improvements connected with the Lamb type of knitting machines.

165. W. Wilson, for improvements in convertible carriages for the use of children.

251. W. J. Head, trading as the East London Machine Company, for improvements in or pertaining to children's mail carts or perambulators.

300. R. Farrington, for a cap holder or reel for the better working on sewing or other machines of threads or yarns wound on paper tubes.

397. B. Poole, for an improved spring for bassinettes.

517. W. F. Fair, for improvements in knitting machines.

761. W. Smith, for improvements in perambulators or bassinettes.

United States Patents.

Issued and Dated December 5th, 1893.

509,970. E. Z. Taylor, Philadelphia, Pa., sewing machine for barring button-holes.

509,983. O. A. Webber, Richmond, Me., seam-turning machine.

510,150. E. F. Arnold, Rockland, and E. F. Arnold, North Abingdon, Mass., welt guiding device for shoe sewing machines.

510,342. T. H. Hollingsworth, Scotland, Neck, N.C., trimming attachment for sewing machines.

510,355. F. P. Mann, San Francisco, Cal., baby carriage.

Issued and Dated December 12th, 1893.

510,401. F. Buckhalter, Ashbourne, Pa., circular knitting machine.

510,433. C. Maldaner, Arlington Heights, Ill., feeding mechanism for sewing machines.

510,509. A. M. Idol, High Point, N.C., lady's work-table.

510,655. L. D. Stinchfield, Brockton, Mass., welt guide for sewing machines.

510,760. A. Auworter, Schlierbach, Germany, knitting machine.

510,771. H. B. Burns, Eau Claire, Wis., sewing machine attachment.

510,792. J. W. Hynes, Nashville, Tenn., box loop attachment for sewing machines.

510,829. C. J. Appleton, New York, N.Y., circular knitting machines.

510,839. F. Crawford, New Brunswick, N.J., stop mechanism for knitting machines.

510,868. W. A. Mack, Norwalk, Ohio, feeding mechanism for sewing machines.

510,934. J. G. Powell, Philadelphia, Pa., web-holder actuating mechanism for automatic knitting machines.

510,935. J. G. Powell, needle picking mechanism for automatic knitting machines.

510,951. G. R. Allen, Buffalo, N.Y., wax thread sewing machine.

510,958. S. Conde, Oswego, N.Y., feed for knitting machines.

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MERCANTILE DIRECTORY
AND
MANUFACTURERS' GUIDE.

ESTABLISHED 1873.

THE TIMES says :—"Jepson's Directory is indispensable to anyone engaged in a large business."

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OR TO

SELL'S ADVERTISING OFFICE, FLEET STREET, E.C.

BASSINETTES.

EVERYTHING NEW.

Wicker Bodies.
Wire Bodies.
Corrugated Steel Bodies.
Papier Maché Bodies.
Full-size Bodies.
Well-finished Bodies.
Very Strong Bodies.

15 SHILLINGS EACH.

Full-size Bodies.
Reversible Hoods.
Brass Joints. Round Aprons. Steel Springs.
Rubber Tyre Wheels.
China Handles. Superior Painting. Splendid Finish.

EXCELSIOR

GRAND BASSINETTES.

Brass-jointed Reversible Hoods.
Round Aprons.
Strong Steel Double Bobbin Springs and Stretchers.
20-inch Rubber Tyre Wheels
China Handles.
The Marvel Bassinettes.

18 SHILLINGS EACH.

Full-size Bassinettes.
Wire Bassinettes.
Wicker Bassinettes.
Papier Mache Bassinettes.
Corrugated Steel Bassinettes.
Extra Strong Bassinettes.
The Climax Bassinettes.

FIRST COME FIRST SERVED! Only a limited quantity of these wonderful Goods will be supplied. Customers must place their contracts at once if they want to avoid disappointment and loss.

1,000 DESIGNS OF PERAMBULATORS,

MAILCARTS, BICYCLES, TRICYCLES, HORSES, HAMMOCKS, &C.

Write at once for Lists, which will be sent post free by the

ONLY MAKERS—

THE MIDLAND PERAMBULATOR COMPY.,

EDMUND STREET, BIRMINGHAM.

ISSUED AND DATED DECEMBER 26th, 1893.

511,335. J. B. Hipwell, Philadelphia, Pa., circular knitting machine.

511,496. W. E. Bennett, Boston, Mass., machine for sewing on buttons.

511,522. A. Hardegger, Flawyl, Switzerland, fabric holding frame for embroidery machines.

511,539. H. Mundlos, Magdeburg, Germany, presser foot for sewing machines.

511,603. H. H. Fefel, New York, N.Y., trimming mechanism for sewing machines.

ISSUED AND DATED JANUARY 2nd, 1894.

511,856. D. Mans, Toronto, Canada, machine for sewing looped fabrics.

511,977. M. Tobener, Gold Hill, Nev., fabric folding attachment for sewing machines.

512,014. H. A. Dodge, Boston, Mass., W. G. Tillon, New Haven, Conn., presser foot mechanism for sewing machines.

512,059. C. B. Sander, Chemnitz, Germany, knitting machine.

512,105. J. L. Follett, New York, N.Y., sewing machine.

512,255. W. A. Mack, Norwalk, Ohio, thread gripping device for sewing machines.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

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23,267. *Sewing Machines.* W. H. Dorman, of Stafford. Dated December 17th, 1892.

Is intended to be used in sewing machines employed in the manufacture of boots and shoes, such, for instance, as the New Goodyear Stitcher. The principal object sought to be attained is the reduction of the length of the loop to the smallest possible consistent with a shuttle sufficiently large to carry an adequate supply of thread and the general good operation of the apparatus.

23,391. *Knitting Machines.* J. Marriott, of Nottingham. Dated December 19th, 1892.

Relates to certain improvements applicable to circular rib or plain knitting machines for the purpose of adapting such machines for producing tucked patterned rib or tucked patterned plain fabric or patterns in colours.

23,524. *Lock-stitch Sewing Machines.* A. T. Coleman, of Toybridge. Dated December 21st, 1892.

Consists in providing a two reel lock stitch machine with a barbed hook arranged to oscillate about the reel holder, supported in a carrier, the hook being fitted to engage with and spread over the holder, the loops formed at the needle, each loop being drawn tight as the next in succession is being spread whereby the use of a take up is avoided.

2,002. *Circular Knitting Machines.* W. J. Ford, of Leicester. Dated January 30th, 1893.

The improvements have for object to enable longer or shorter loops to be produced at a certain part of the needle cylinder at the will of the operator. To produce shorter loops the leaves which divide the needle tricks are cut away at the upper part for a certain distance in their length at one part of the needle cylinder, and to produce longer loops than usual, the stitch cam may be lowered below its normal level at the uncut portion of the needle cylinder.

21,697. *Sewing Machines.* G. H. Colley and The Weeks Colley Manufacturing Company, of Jackson, Mass., U.S.A. Dated November 14th, 1893.

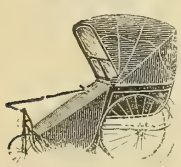
Relates to multiple needle machines of the rotating shuttle type.

One object is to provide means for readily introducing an extra needle or needles in an ordinary two needle or multiple needle rotating shuttle machine, having the usual double or multiple shuttle race.

Another object is to provide means for multiplying the number of needles that may be actuated by single driving shaft as ordinarly employed in one and two needles machines.

A further object is to provide means for a plurality of shuttles and needles without limiting the relative positions of the needles or the number that may be employed in a particular machine.

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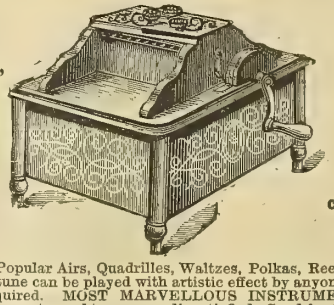
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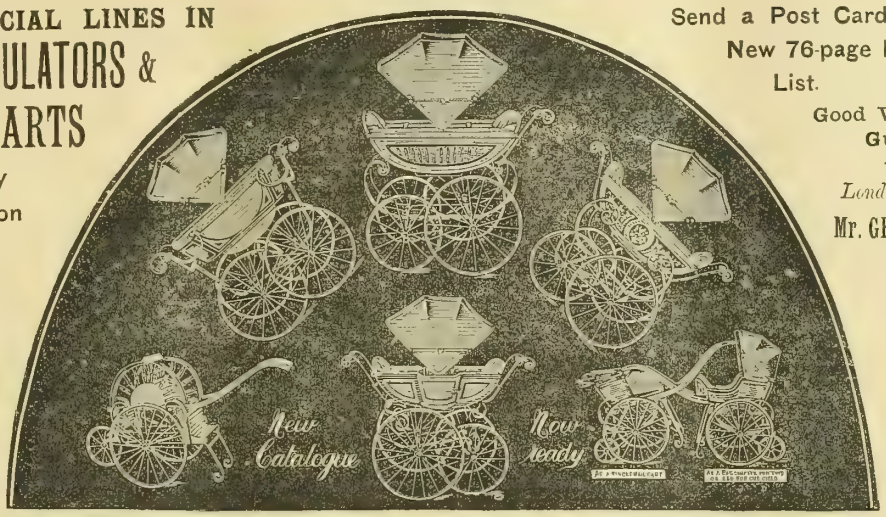
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Editorial Notes.

The Merchandise Marks' Act.

On another page we reproduce certain correspondence which has taken place between Messrs. Geyer & Co., Limited, sewing machine importers, Bombay, and the Customs authorities of that city with reference to the word "Phœnix" on the machines made in Germany by Messrs. Baer & Rempel, and imported by the above-mentioned firm into India; on the ground that "Phœnix" was an English word, even though not of English derivation. The collector of customs held that its use was indirectly an indication of English origin, and therefore refused to pass a consignment bearing this name, thus spelled, until the words "made in Germany" were subjoined, or the name to which exception had been taken erased. Against this, through their solicitors, Messrs. Crawford, Burder, Buckland, & Bayley, Messrs. Geyer & Co., Limited, protested, and as a consequence a lengthy correspondence has taken place between the contending parties, which certainly has many points of interest and enlightenment to merchants, manufacturers and dealers, who do a foreign trade.

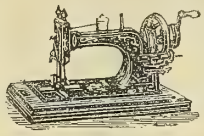
It is, of course, of the utmost importance to British manufacturers that not only the law on this matter should be clear and decisive, but that those officials whose duty it is to protect the trader by a vigilant and intelligent application of the powers given by such an enactment should know fully its precise meaning, so as to be able to define the line of demarcation, between the wilful evasion of the law and mere trivialities, with perfect lucidity.

Whilst *prima facie* there can be no possibility of doubt that the collector, as a reference to the correspondence will show, was perfectly within his theoretic rights in refusing to pass the goods, yet there is a possibility that in this particular case he acted with some indiscretion in allowing the name to be effaced, and so—as is pointed out by Messrs. Geyer & Co. in a letter they addressed us on the subject—admitted goods into the country bearing no marks of origin whatever, and thereby facilitating malpractice on the part of unscrupulous dealers.

This question is one which requires very careful dissection and analysis. Whether from seeing the word "Phœnix" on an article one would conclude that it was English with as much certainty as if it were labelled "John Bull Brand," is open to doubt. It is not as if the word were peculiarly English or its orthography ditto, but, as is well known, the word itself, being classic in origin, has become incorporated into the language of the nations of Europe generally, whilst in the Spanish the spelling is identical with that of the English.

This admits of a very serious situation. Whilst the Germans are rightly excluded from using any word which does not appear in their vocabulary on goods manufactured in the Fatherland, yet it would be perfectly admissible—and all the Merchandise Marks Acts in the world could not stop them—for Spaniards so to do, because it is part of *their* language, and then what becomes of the word "Phœnix" as an "indirect indication of British origin."

But we are inclined to think that the importance of the matter lies not so much in the actual point at issue, but in the principle involved. It has been proved that the word as it appeared on the machines was distinctly English, and therefore German manufacturers had no right to use it on such. It may seem a matter of small moment, but to our mind it is one of great significance, for had this precedent been created and German goods allowed to pass under an English name, then a breach would be made in the Act through which "coach and horses" would very quickly be driven and the Act rendered abortive. But this has not been, though a large field for speculation has been opened as to what might be termed an "'indirect' indication of British origin."



Section

The Story of the Sewing Machine.

WITH REMINISCENCES, PERSONAL AND GENERAL.

By NEWTON WILSON.

CHAPTER XXIII.

WILLCOX AND GIBBS.

Long ere this it will have been noted by the observant reader that the public is indebted for the invention, or rather the combination of inventions comprised in the generic term "The Sewing Machine" more to outsiders, as it were, than to trained mechanics. But the mechanical faculty is a thing of training; the inventive faculty, on the contrary, is intuitive, and works and plays and acts free from the adventitious surroundings of prior training at the bench, the vice, or the lathe.

Thus the first of all, Thomas Saint, was a cabinet-maker by trade, yet he possessed that inventive faculty which placed him and his creations in the first rank, both chronological and mechanical.

Then Thimmonier, the French inventor of 1830, was a tailor by trade.

Elias Howe, in 1846, was the first trained mechanic who applied his powers to the invention of the sewing machine, and these, while giving him great prominence, were very limited in character and extent; almost beginning and ending with his patent of 1846.

Nathaniel Wheeler and A. B. Wilson, the first a manufacturer of suspenders, and the second a watch maker, were neither of them mechanics in the narrower sense, though great ones in the broader sense of the term.

Isaac Merritt Singer was a mechanic. He founded the great concern which bears his name, but the first machines were superseded; entirely so, by others which followed; the property of the Company, but not Singer's invention.

Like Howe, he was never able to liberate himself from the trammels of his first dominant ideas and develop those varieties of construction and form suited to modern requirements.

Joseph Starly, the gardener of Lewisham, was getting 18s. per week for his day work, and occupied his evenings as house surgeon to a local hospital for sick and wounded clocks and umbrellas. Yet this man was a thorough inventor, whose small, twinkling eyes, set in a big and burly frame, seemed to penetrate everything, and bespoke the intuitive faculty which he possessed to a remarkable extent, and which at the present time, and in future years, will associate him as the founder of the Cycle manufactory in this country.

And the last on this list, he, too, was associated with the soil—Mr. J. O. E. A. Gibbs, the farmer of Virginia. He it was that invented the singularly beautiful arrangement of the rotating looper, which has been described and illustrated in a former chapter. In conjunction with Mr. James Willcox,

and taking nothing from the original patent save the looper, he effected a combination in the form of the letter C or G. Under this arrangement there was united a capacity for speed and an absence of noise as nearly approaching absolute silence as could be conceived or desired, and which made the new machine an immense favourite. Not only did this apply to the household, but it became largely employed in the hosiery, the straw hat, and other industries, where the features already named, combined with the elasticity of the stitch, made it peculiarly applicable.

The machine was placed in the hands of Messrs. Brown, Sharp, & Co., a very eminent firm of engineers and tool makers, at Providence, Massachusetts, by whom it was turned out a thoroughly perfect production of the firm.

To these causes may be attributed the very rapid success which it met with in the United States, the United Kingdom, and the Continent of Europe.

It was not by any means a cheap machine, fetching quite as high a price in the market, or nearly so, as the more costly machines in construction which had preceded it, and amongst which it had to fight its way.

A second patent was taken out for improvements in the looper which extended its point backwards, constituting a sort of heel to the hook, and adding somewhat to the security of its action. To this was also added a protecting shield or disc placed immediately behind, but in close proximity to the looper. These various patents of the Willcox and Gibbs firm were, unfortunately for them, overloaded with claims which, to the American mind, rendered them stronger, but to that of the English expert very decidedly weaker.

It has often been a matter of observation that an American inventor appears to imagine that whatever he succeeds in patenting at home must, as a matter of course, be new abroad. This is strengthened by the knowledge that the home patent has had to stand the crucial test of the examiners of patents at Washington, and if it emerges safely from their hands, it is supposed to be safe the world over. It is a fallacy, but it is one frequently illustrated, and the remarks we have made, and are now making, apply with distinctive force to the different patents of the Willcox & Gibbs Company.

They were aggravated in these cases by the vanity of Willcox, senr., who, firmly believing that his son was a great engineer and inventor, did not fail to assert it. "My son," he would say, "invented that, I know he did." Hence, when I showed to him that some of these inventions, in fact, several, and notably the peculiar hemmer supplied as an extra with the machine, and showed who had invented it—Mr. Morrison, the foreman of Joseph Gillott, steel pen manufacturer, of Birmingham—it will not be surprising to learn that the information was received with small thanks. But when its truth had been confirmed, and Mr. Willcox had accepted a license from Mr. Morrison, it became necessary to disclaim the non-novel portions of each patent. In one case the hemmer was the chief feature, in the other the glass disc tension. This latter was the invention of Joshua Kidd, a Yorkshireman, in 1855, and was the parent of all the disc tensions.

Each of these disclaimers I opposed. But the depleted patents were allowed on certain conditions, one being the free use of everything made prior to the date of the disclaimer, and the other the payment of the opposer's costs.

But now came a new and important movement on their part. It was a petition to the Judicial Committee of the Privy Council for an extension of the patent. To this, too, I entered an opposition. It was also opposed by others in the trade, and by Mr. Nahum Salamon, of the Howe Sewing Machine Company. This was in the early part of 1871, the first looper patent expiring in July of that year.

The most extensive and elaborate preparations were made for the hearing of this application. A colossal model in wood of the looper, some two feet in length, was prepared, surely to impress the judges with the colossal nature of the invention.

Mr. Gibbs, the inventor, was brought over from America to aid in the great struggle.

Mr. Grove, Q.C., the most eminent scientific counsel of the day, subsequently Mr. Justice Grove, conducted the case for the petitioners, and he was aided by American counsel brought over for the occasion, but who, of course, could take no part in the application to the Court.

In the course of his opening, Mr. Grove pointed out that the policy of the Willcox & Gibbs Company had not been to grant licences under their patents, they had, in fact, but granted one, viz., to Mr. Newton Wilson, and this they had cancelled for alleged infringement of the terms of the licence. The object of this statement was to prejudice my opposition to the extension of their patent. But it produced quite an opposite effect, the Court holding that I had an especial interest in the question before it. One of the conditions attached to an application such as Mr. Grove was making was the presentation of a statement of accounts showing the profits that had been made on the invention during the currency of the patent. In the account thus presented on behalf of the company, the profits were enumerated year by year, exhibiting a very rapid increase ; those for the last year, that is, the one previous to the application, being £15,000, but—and here is a very important but—that represented English profits alone. My Lords called for the production of the profit statements in America and elsewhere. These were not forthcoming ; then a few minutes consultation took place in the Court on the part of the Lords of the Privy Council, and judgment was given. In it a scathing rebuke was administered to the applicants for having *wilfully* withheld information from the Court which ought to have been presented. The unanimous judgment was, that the petition should be dismissed with costs, which in the first place were fixed at £1,000, but afterwards reduced to £500. And so ended this immense mountain in labour.

Still another defeat awaited the company. They had, as indicated, given notice to cancel the licence I held under their patent of 1857, and they had commenced a suit against me for injunction, and for damages for an alleged breach of the terms of the licence. I had not the slightest idea of this until one day a gentleman walked into my office and served me with a bill in Chancery as a commencement of that suit.

The offence or breach charged was that on a certain day I had sold a "Queen Mab" machine from my branch office in Birmingham without having the words and figures impressed upon it thus, "Licd. Pat. 1857, No. 1971," and bearing my consecutive number.

I had never been asked for any explanation of this, and I did not know of it. It was simply an unworthy trick to pick out one such machine, for there was no other, and then charge me thereon with an implied fraud. The suit did not come on for hearing until the following year, 1872, when it was heard before the Master of the Rolls, nearly a year after the expiration of the patent. I may here state that on the receipt of the notice for the determination of the licence I had made a return of all the machines using the patent, whether whole or in process of manufacture, and which included this very machine, and had paid to the company the full amount of the royalties accruing.

I appeared in the Court with the cleanest of hands. To the affidavits the plaintiffs had made, I had filed a full reply, and the Master of the Rolls, without calling on my counsel, gave judgment in something like the following terms :—"This," said he, "is an action for costs, the patent has expired. The plaintiffs have been paid all their legitimate claims. The evidence shows that for the trifling technical alleged breach no explanation was asked, or it would at once have been forthcoming, and I only regret that I cannot adequately punish such an outrage as is now before me. The suit is dismissed with costs."

The whole sum involved in it was an imaginary 3s., and for this, and to prejudice me in the proposed renewal or extension of their patent, they had put me to all this trouble, labour, and expense.

I am sorry to add that the case reported is not the only one in which persons in the trade were induced to procure for pretended buyers an odd machine using the looper, and on which bills in Chancery were forthwith filed.

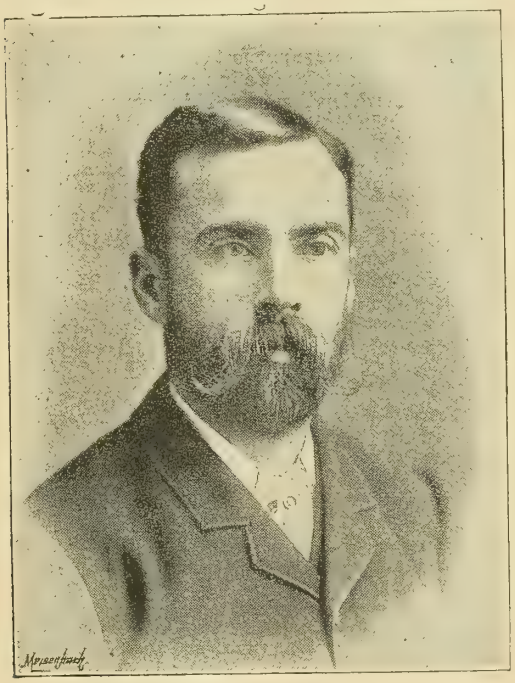
It is the part of the historian to tell the facts, and to

reveal the vices as well as the virtues of his *dramatis personæ*, but it becomes a melancholy task to record such frailties and such meannesses as have been unfolded in the present chapter.

(*To be continued.*)

*MR. JAMES GIBBON.**

Like many more good men, Mr. James Gibbon first saw the light of day in the East-end of Glasgow. When, we leave our readers to judge from the candid features limned below. For no fewer than twelve years Mr. Gibbon was engaged in one department and another of the Howe Machine Company, so it cannot be gainsaid that he knows whereof he speaks when he talks "cycle." Five of these years were spent in the management of the Howe Company's depot in Trongate, Glasgow, and upon the old company going into liquidation in 1890, Mr. Gibbon purchased the stock, book debts, &c., of the city depot, and continued the business on his own account. He early saw that to carry on profitably, he must needs seek habi-



tation in the more central part of Glasgow, where the cycle trade do congregate, and May, 1891, saw him installed in what was then the largest depot in Mitchell Street. His success here was, alas, short-lived. At the end of the season, while seeking with his family at Troon some well-earned repose, he received the distressing news that his shop had been totally destroyed by fire. Mr. Gibbon is not the man to sit down under misfortune. He has all the energy of a small but well-knit frame, all the steady application and determination of a Scot. The very next day he had taken temporary premises in West Nile Street, and workshop and store in Drury Street, and there he saw the season through. In February of last year he found permanent accommodation in a commanding shop at 98, West Nile Street. Here he has, perhaps, the finest show-rooms it has ever been our lot to see. Four large windows set off his wares to conspicuous advantage, while within he has room and light enough to exhibit scores of bicycles more. In the rear, he has an excellent little workshop, where mechanics are always ready to tackle the most critical repair. Mr. Gibbon still retains the representation of the Triumph, Hudson (now the New Hudson), and Coventry Eagle—"lines" that have stood the test of satisfying his numerous clients. To these he has now added two other sterling agencies —the Rover and the Reform—while a machine of his own adoption, yclept the Standard, comes in a good last Besides cycles, Mr. Gibbon still devotes his attention to the sale of sewing machines, perambulators, &c. In this respect he stands a practical refutation of the assertion that these businesses cannot be combined to advantage, and, with a steady, all-year-round trade employs no fewer than ten hands. His depot is a model of orderliness and attractiveness, a state of things which often elicits expressions of admiration from such as frequent cycle agencies all over the kingdom. Of our friend's social side we cannot speak with much knowledge. He is a homing-bird when he is not on business bent. Now and then we meet him on his Triumph, usually accompanied by two charming little daughters on Rover safeties, out for a twenty or thirty miles spin "to blow the cobwebs off." (*Entre nous*, if there are any cobwebs there are certainly "no flies" on James Gibbon.) He seldom accompanies the Glasgow merchants, to whom he owes allegiance as a member, and his presence at race meetings is not frequent. In cycling politics he is, though not uninterested, quite unknown; he is an intelligent spectator, but he takes no part in legislation. Sometimes he pays tribute to an evening meeting; but the fact is, Mr. Gibbon's *forte* is cycle-selling, and business wisely commands almost his whole attention. Sober in thought, word, and deed, earnest in all things, he impresses one with his sterling honesty of purpose. Though keen as a buyer, he is equally punctual in discharge of a bargain—a model customer to the cycle-maker. In our category of cycle trade acquaintances no man stands in higher esteem than James Gibbon.

* We are indebted to the "Scottish Cyclist" both for permission to produce their article and portrait.

"THE GREATEST SHOW OF SEWING MACHINES."

Such is the heading of an advertisement which has appeared during the last ten days or so in the *Daily Graphic* and elsewhere, and which goes on to say, "Over 1,000 of Frister & Rossman's machines exhibited in over 500 ft. of frontage. Jones Bros., Holloway Road." This was surely what would be deemed, in modern phraseology, rather a large order; and, living near, I must needs go to see it. Now Holloway Road, from the Seven Sisters Road southward till you approach the railway arch, constitutes on its eastern side one of the market centres of London, and Jones Bros. is the largest establishment in that centre, but its 500 ft. of frontage must be taken *cum granum salis*. It probably includes, though rather paradoxical, the frontage of the rear.

Now, "the greatest show" occupied but 60 ft. of this frontage; and comprised not, 1,000 machines, but 300 or thereabouts. Still it was a brave show. Not only were the machines creditable in their construction and finish, but there was also sample work exhibited, one specimen of which, mounted in a glass frame and representing a bouquet of flowers, all highly coloured, might not unworthily be pitted against the show of work in the rival establishment of the Singer Company, opened but a few weeks ago in the adjoining block.

This new departure in picture needlework is quite a modern but a very striking development, and in it the Singer Company are A1. Old sewing machine man as I am, and familiar with all of consequence that has been done for forty years, this work excites my unqualified admiration. Could our great grandmothers have been here to see it how they would have opened their eyes, rubbed their spectacles, and hastily hidden away those samples for samplers in silk and wool which were the glory of girlhood 100 years ago.

I take the whole show to be an expression of that keen and bitter rivalry which animates the two firms, and which has not been lessened by the defeat of Frister & Rossman in Mr. Justice Romer's Court last year. One other point I noticed, and this was the total absence of the word "Singer," with either "system" or "principle" added thereto, from the large cards which surmounted each one of the 300 F. and R. machines on exhibition.

February 21st, 1894. Newton Wilson.

A Correction.—In our last issue, in speaking of the enlarged factory of Messrs. Seidel & Naumann at Dresden, we stated, on the authority of a letter received from that firm, that they had produced 3¼ million sewing machines. The number should have read "three-quarters of a million."

HINTS ON REPAIRING AND ADJUSTING SEWING MACHINES.

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Tensions.

BY R. E. PARER IN THE *Sewing Machine News.*

Some months ago, in fact, nearly a year ago, as it was in the January number, "W. H. O." gave your readers some good advice on sewing. In it he made but a short mention of the tensions, though at the very start he admits that they play a most important part in good sewing. His was a most commendable article, and was noted by a good many of your readers, as could be seen by the remarks made by other writers; but he did not, in my opinion, say as much about the tensions as might have been done. Perhaps it is just as well, or I might be searching for a subject now instead of having this one ready-made for me. In treating on it I will endeavour to do so from an adjuster's as well as from a repairer's point of view. A repairer must always be an adjuster too, though frequently a person may be called upon to adjust a machine that does not need repairing, and experience has told most of us that in such cases the tensions are the features that call for attention. "W. H. O." says, "above all things don't have them too tight, and remember that what will be tight for a coarse thread will be still more so for a fine one," or words to that effect.

This is quite right as far as it goes, but it doesn't always go very far with certain styles of tension devices. With a wheel or any rotary tension device his remarks would apply every time, but how with a plate tension, and one not by any means new at that? I have seen flat or plate tensions on machines that had been used in families where No. 50 cotton was as fine as they ever employed utterly refuse to exert any pressure on a No. 70 or 80 thread. And why? Because the coarse thread had worn a groove in the tension plates through which the fine thread slipped without any friction, and there can be no tension where there is no friction. The remedy in such cases is self-announcing. The plates must be made level again either by filing down to a bearing, by building up, or replacing with new parts. Disc tensions, too, are apt to give similar trouble, especially when the discs are retained in one position by a pin passing through them. When the latter is not the case a partial turning of one or both discs will give a new bearing surface and remedy the evil.

But sometimes the tension device is all right and in perfect working order, and still they don't go just as they should. Other things and conditions being as they should be the cause may naturally be sought in the bad adjustment of the tensions. They may be too tight and they may be too loose. Queer though it may seem, I have known machines to break thread, when running at a high speed, when the tension was too loose. In such cases the needle carries down the usual adequate amount of thread, but the stitch-forming mechanism takes a little more from the spool, and this is just too much. This extra amount is in the way; it gets into all sorts of places and positions, particularly when running fast, and is soon broken either by the shuttle or hook or is snarled around the needle and snapped off. My plan is to give the machine just as much thread as it needs to make a good stitch on the material to be sewn, and no more. This can generally be regulated entirely withthe upper tension.

A very common error is that of using thread entirely too coarse for the goods sewn with it. Thus, for fine muslin, especially on children's clothes, I have known women to use No. 50 cotton when No. 80 would have been far better. They may have had that in the house and didn't want the trouble of going out after finer, or they didn't know any better. However, the stitch didn't suit; the under thread came up through too much, and when the bottom tension was increased the stitch became shorter and the seam was drawn and too tight. Then the bottom tension was restored to what it had been and the upper one eased. Result—loose, uneven sewing, with stitches altogether too long. Working under such conditions a woman soon gets tired, then becomes impatient, and, like all the dear creatures, looks for the cause in any and every place except in her own self. The machine is declared to be no good. "May be good enough for common work, but not fit for anything nice; I wish I had that agent here, I'd give him a piece of my mind."

Poor fellow! What would he do with a piece of such a mind as that woman has at that time?

Again, fine work is frequently done with a needle far too coarse for the goods though the thread may be fine enough. Result—uneven, crooked stitches, looking like a miniature snake fence. Of course, the tension is to blame and the screw is given an extra turn. Did you never observe that that is a woman's one remedy, the panacea and cure-all for all diseases the sewing machine is heir to—the tension? Perhaps it's too handy, too easy of access, and it might be that a machine that could not have its tension changed so easily would not get out of order so often; something after the machines in factories that have the feed-adjusting device in a case to which the man in charge carries the key so that the operator cannot alter the length of a stich. However, when that's done then my occupation's gone.

But to return to the coarse needle. It is a fact that fine sewing, on thin material or on that which is very soft, can be done much better with a needle a little too fine than with one that is too coarse. The needle will carry the thread down as the goods are yielding, the puncture will be much less, and all danger of skipping, so common with fine thread, will be greatly lessened, if not entirely removed.

No, I am not drifting from my subject, although I may seem to be doing so. It is my desire to show that while the tensions play a most important part in machine sewing, there are influences and conditions that make it appear that the tensions were at fault or out of adjustment, and the attempt is made to remedy the evil by changing them when it is really something else that should be changed. It may be the needle or the thread or both; the stitch may be too long or too short, but the tension is expected to regulate all these things.

My advice to all repairers, adjusters, and operators—and my experience sustains me in making the assertion—is to adjust the tensions so that the stitch shall be even, as nearly alike on both sides as possible, that the goods shall not be drawn or puckered; in fact, a satisfactory stitch, *but not until other necessary conditions have been complied with.* If a coarse thread is to be used on heavy goods, insert a needle to match. If fine thread is to be used put in a fine needle, and always use a thread that is not too heavy for the goods. It is folly to use thread ever so much thicker than the material sewn with it and expect to have the stitch alike on both sides. And why should it be used? In ninety-nine cases out of a hundred the material of a garment wears out before the stitches give way, and those that do break don't do so because the thread is not near enough related to a clothes-line, but probably because it had been put in under a tension that destroyed its strength and taxed it beyond all reason by placing a strain on the thread in a puckered seam. I say employ cotton as fine as you can—with reason, of course—adjust the tensions so that the stitch will be alike on both sides and no tighter than is necessary to make a smooth seam, and your sewing will not rip in the laundry, and you will have no trouble with your tensions.

Presentation to a Manager.—On Thursday, February 15th, the agents and collectors of the Singer Manufacturing Company at Dewsbury presented to their manager, Mr. J. Bates, a silver-mounted walking-stick suitably inscribed in recognition of the high esteem in which he is held by the employees. The presentation was made on behalf of the subscribers by Mr. J. White, who eulogised on the good feeling which has existed since he had been in Dewsbury district. Mr. Bates carries with him the good wishes of his Dewsbury friends. Mr. Bates has left Singer's to take the management of Jones' Sewing Machine Company's Manchester Office.

TO SEWING MACHINE MANUFACTURERS.—Wanted a manufacturer to produce a new patent machine of a special character, which is already perfected. Machine can be seen at work.—"Maker," *Sewing Machine Gazette* Office.

CYCLES.—Write the Victoria Manufacturing Company for Illustrated Catalogue and Terms. You will find it to your advantage. Accessories and Repairs at keenest prices. Agents wanted everywhere.—78 to 82, Hanover Street, and 71, Cathedral Street, Glasgow.

HARPER TWELVETREES, Manufacturer of Laundry Machinery, wishes to appoint a SOLE AGENT in every Town not yet represented. Liberal Terms to the Trade for cash, or quarterly accounts upon application.—Harper Twelvetrees, 8, City Road, London.

HOW TO CONDUCT THE RETAIL SEWING MACHINE BUSINESS.

Prize Essay No. 13.*

As the business of selling sewing machines is under the present systematic arrangement divided into different departments, each of which the machine is compelled to pass through before a sale or lease is consummated, I shall endeavour to give my views of the manner in which each department should be conducted so as to make the business a success.

In the first place, there is the canvasser, trudging wearily from door to door—meeting with many discouragements and oftentimes insults—upon whose efforts depend in many instances the support of a family, and who at first dreams of later-on pecuniary benefits in the form of more lucrative positions.

To you, Mr. Canvasser, I would say, be brave, polite, persistent, and good-natured. Never go to a door with the smell of beer or tobacco on your lips, and never "on your life" with a cigar between your teeth. Don't talk slang or politics, eschew pointed jokes, and shun profanity. No matter how humble your position, strive to be a gentleman, and not a "Smart Alec"; this latter class being the greatest curse of the business up to date.

In regard to your hours of work, I would advise three hours in the morning and as many in the afternoon, no matter if some enterprising manager tells you that you should put in ten hours a day, he is only fooling you; he never thought of such a thing when he was pulling door bells. You don't want to call on a lady in the morning before her beds are made or her hair-papers are taken down; neither should you call when she is hurrying to get the dinner ready. If you are asked to call again, have a time appointed and be there according to appointment. Never run down your competitors, as it lowers you in the eyes of sensible people; and you may later on run up against him in a personal interview and find him a bigger man than you are. Follow these instructions faithfully, and if you don't prove a success give up the business and apply for a position on the police force. You are fit for nothing else.

Secondly, to the waggon man, who jaunts merrily through the country. You want all of the foregoing qualities in a marked degree. Your hours of labour must of necessity be longer; your horse may think differently, but his opinion is not asked. If the company which you represent sends you on the road with a boneyard representative for a horse and a ramshackle waggon, drive up to the office of the humane agent, and take his receipt for the horse, which you can mail to your employer with your application for a new rig. This will bring either your discharge or the required turn out; if the latter, pitch in and win; show that you are deserving of a decent rig to conduct a decent business with.

Understand your machine perfectly and have it adjusted before putting it in the house of your prospective customer. Try and close your sale immediately, or at least before the novelty wears off. In consummating your sale, don't tell the customer that your company is rich and don't need money, that they can have their own time to pay in; that Mrs. So-and-So took five years and your company never found fault. If you pursue this course you are a liar, and in a short time the whole community will know it, and your collections will be down to 48 per cent.; after which you will hire out to another company and traduce your late employer, and finally fetch up in jail with a blasted reputation.

Thirdly, to the manager of the country agency office: Dear sir, "Come down off the perch"; as a general thing you are entirely too previous. A little brief authority has turned your brain, consequently your stay is apt to be short, and the people wonder at the many changes and lose confidence in the company which you (mis)represent. Mr. Manager, take off your coat and pitch in with your men. Help them, encourage them; be their friend, their champion, their leader, and not their driver. Your success depends on their efforts, and they are not ignorant of the fact.

Don't be a tale-hearer among your men, or you will encourage strife instead of promoting harmony. It takes brains, and those of a decidedly fine quality, to manage a corps of sewing machine men. Your office order; the average schoolboy can keep the books required in your business, but it takes a level head to run an office even if you employ only two or three salesmen. Paste these remarks in your hat; and when you feel it growing too small for your head read them over carefully, after which your head will assume its normal proportions and the company will be the gainer by the shrinkage.

Fourthly, to the collector. You, sir, should be not only a gentleman, but a philospher and a good judge of human nature. Call for your collections promptly on time. Do not be too familiar with your customer, neither too distinct. If he entertains the idea that the company is a philanthropic association, disabuse his mind of that idea as soon as it crops up; make him or her understand that the lease which they have signed is binding, that the company owns the machine until the last dime is paid, and that unless the terms of the lease are complied with, they are at the mercy of the company, which, at its option, may take back the machine, in which case the amount paid is forfeited. Keep this before the mind of the customer who has a tendency to become a delinquent at the very commencement, and my word for it you will have a good per cent. of collections and few re-possessions.

"Finally, brethren, be steadfast." The writer has never been a howling success, and for that reason feels capable of advising other unfortunates. I have simply pointed out the shoals, quicksands, and breakers upon which my frail craft has beat for the last twenty years, and although it may not come up to the standard of a prize essay and may not be quite up to the teachings of the "Sermon on the Mount," yet the author contributes it with the hope that it may do some little good to the boys at large, especially those who are prone to faint by the way.

*In the United States "Sewing Machines Times."

THE MERCHANDISE MARKS ACT IN INDIA.

The following correspondence has taken place with reference to the Indian Merchandise Marks Act.

From Jehangeer Dossabhoy Framjee, Esquire, First Assistant Collector of Customs; to Messrs. Geyer & Co., Bombay.

Prince's Dock Custom House, Bombay, 3rd November, 1893.

Gentlemen,—With reference to the twenty-two cases of Sewing Machines imported by you, per s.s. *Braunfels*, from Bremen, I have the honour to inform you, that as the machines are marked Phœnix without an indication of origin, the Merchandise Marks Act has been contravened, the use of an English word on foreign-made goods being held to be an indirect indication of British origin. The collector has accordingly ordered that the machines should be passed after "Made in Germany" is conspicuously painted on them in as close proximity to Phœnix as possible.

2. The collector is unable to admit your contention that Phœnix is not an English but a German word. In the German language it is spelt Phanix, and not as it is spelt on your machines. He has, however, decided to forego a penalty in this case provided you give a written undertaking that all future shipments of the Phœnix machines will have "Made in Germany" duly shown on them as conspicuously as the word Phœnix.—Yours, &c.,

(Sd.) Jehangeer Dossabhoy Framjee,
First Assistant Collector of Customs.

November 15, 1893.

From Crawford, Burder, Buckland, & Bayley; to the Collector of Customs, Bombay.

Sir,—Messrs Geyer & Co. have handed us the First Assistant Collector's letter, No. 3,533, of the 3rd instant, in which they are informed that 22 cases of Sewing Machines imported by them marked Phœnix without an indication of origin, contravene the Merchandise Marks Act, as the use of an English word on foreign-made goods is held to be an indirect indication of British origin.

Messrs. Geyer & Company feel, and it appears to us very reasonably, that this ruling is stretching the meaning of the Act and the Rules very severely, and the correctness of the decision is certainly in this particular case very questionable.

In the first place we must demur from the statement that "Phœnix" is an English word. Phœnix is the Latin rendering of the name of an Oriental mythological bird supposed to have lived in the Arabian wilderness, and allusions to it are found in the hieroglyphic writings, and the fable still survives in popular forms in Arabia, Persia, and India. It is also the name of a palm and the name of the son of Amyntor, the companion of Achilles in the Trojan War. Formerly in English it was written Fenix, and at page 48 of "Mandeville's Travels" we find "Than the bird Fenix comethe and Crennethe himself to askes." It is now Phenix or Phœnix after the Latin spelling. In Teller's German-English Dictionary it is written Phonix, English Phenix. In Tanchrist's Italian Dictionary it is Fenice in Italian and spelt Phenix in English. In Newman and Bareth's Spanish-English it is Phœnix or Phenix, and in English Fenix, and in Hamilton and Lygros' French-English Dictionary it is Phenix, and is used in La

Fontaine, *vous etes le phenix des hotes, &c.* In Webster's Dictionary, 1856 Edition, it is spelt in both ways Phœnix and Phenix ; but it is under the latter spelling that the derivation and meaning is given, and in Latimer's first Sermon before Edward VI., 1549, we find, "For God's love let him not be a *phenix* ; let him not be alone."

It is difficult, therefore, to see by what right Phœnix is claimed as an English word, and when the same word is common, as we have shown, to Germany, Italy, Spain, and France, and is undoubtedly Latin and certainly Greek. If, as is contended in the letter under reply, the use of it is an indication that the goods are of British origin, then it is an equal indication they are of German, Italian, Spanish, and French. That it is German there can be no better proof than the German circular of the makers which we have in our possession, printed in German from beginning to end, in which "Phœnix" (sic) appears over and over again, the title on the cover being "Baer and Rempels Nene Phœnix Nahmaschine."

The Phœnix bird is the trade mark of the firm, and has been for the last thirty years, and we understand no machine of that name is made in England.

In the letter under reply it is stated that in the German language it is spelt Phonix. It is quite as often spelt Phœnix, as shown by the printed circular before us, just as in England it is quite as correct to spell it Phenix as Phœnix. Phenix Park in Dublin is so spelt.

It is at best a word stolen from another language, and common to a great many, to make up for the poverty of our own, and a stolen article can never become the property of the person stealing it, and even if adopted still remains the property of its real owner.

The mere fact of using a numeral word or mark is not in itself an indication of the place or country in which the goods were made *unless accoraing to the custom of the trade* such numeral word or mark is taken to be such indication. As Phœnix sewing machines are only made in Germany, if it indicates anything it must indicate, therefore, that fact to the trade.

Instances of Greek words especially, and also Latin, common to the English, German, and French languages are so innumerable that it is unnecessary for us to do more than remind you of the fact, and we presume it is not contended that any word common to all three languages is an indication of one country more than another.

We beg to invite your further consideration of the matter as one important to trade, not only in respect of this particular word on a particular article, but in respect to all words common to other languages than English that may be used on any article, and we should be glad to see you, to arrange that a case should be brought before the Court in order that a judicial opinion might be obtained.—Yours, &c.

(Sd.) CRAWFORD, BURDER, & Co.

From J. M. Campbel Esquire, C.S., C.I.E., Collector of Land Revenue, Customs and Opium, Bombay; to Messrs. Crawford, Burder, and Co., Solicitors, High Court, Bombay.

Bombay Custom House, 24th November, 1893.

Gentlemen,—With reference to your letter of 15th instant, on behalf of your clients, Messrs. Geyer & Co., I venture to think that the authorities quoted by you, to which I may add Flugel's German-English Dictionary, show that the name Phœnix, spelt as it is spelt on Messrs. Geyer's machines, is not a German, French, or Italian word, but is peculiar to Spanish and English. Messrs. Geyer & Co.'s contention that the word is German appears, therefore, to be unfounded.

But even admitting that Phœnix (so spelt) may be a German word, it is to be remembered that in this country the universal language is English, and the fact that the machines bear a name which is English, though it may also belong to many other languages, would at once lead a purchaser to suppose he was buying an English-made article. The use of the word Phœnix is, therefore, an indirect indication of English origin within the meaning of section 2 (iib) of the Act. In such matters the decisive test is not the custom of the trade, but the natural and ordinary meaning of the trade description.

With reference to your suggestion that a test case should be brought before a Court, I venture to think that there are no elements of doubt or uncertainty in the matter, and it is, therefore, unnecessary to take the course you propose. If Messrs. Geyer & Co. are dissatisfied with my decision, it is open to them to appeal to the Commissioner and to the Government of Bombay.—Yours, &c.,

(Sd.) A. M. S. JACKSON,
for Collector of Land Revenue, Customs, and Opium.
5th December, 1893.

From Crawford, Burder, Buckland, & Bayley; to J. M. Campbell, Esquire, C.I.E., Collector of Land Revenue, Customs, and Opium, Bombay.

Sir,—We have the honour to acknowledge the receipt of your letter of the 24th ultimo, No. C 9417, relating to the word Phœnix on certain machines imported by Messrs. Geyer & Co., and as you maintain it is an English name, and though it may belong to many other languages, would, therefore, because English is the universal language in India, at once lead a purchaser to suppose he was buying an English article, we see no use in continuing the discussion. It is difficult to understand how a language can be called universal in a country with a population, according to the 1881 census, of 199,043,492 inhabitants (we speak of British India only), out of which only 7,646,712 males and 277,207 females are returned as able to read and write. Probably at the outside a fourth of this number can speak English, or 2,000,000 persons.

Messrs. Geyer & Co. desire an independent judicial opinion, not only for the sake of the present case, but to guide them and the trade generally under similar circumstances, for if Phœnix is claimed as an English word, and as an indication that anything having Phœnix upon it must have been made in England, it is impossible to say to what extent the claims will be carried.

The appeals referred to in your letter would take months, and in the end would not be of such an independent nature as to inspire confidence, and meanwhile Messrs. Geyer & Co.'s goods are not improving by being left in the Customs House. They, therefore, propose to paint out the word "Phœnix" if upon their doing so you will allow the goods to be cleared.—Yours, &c

From J. M. Campbell, Esquire, C.S., C.I.E., Collector of Land Revenue, Customs and Opium, Bombay; to Messrs. Crawford, Burder, Buckland and Co., Solicitors, High Court.

Bombay Custom House, 7th December, 1893.

Gentlemen,—With reference to para. 3 of your letter, dated the 5th instant, I have the honour to inform you that instructions have been issued to allow Messrs. Geyer & Co. to paint out the word "Phœnix" and pass the sewing machines.—Yours, &c.,

(Sd.) A. M. S. JACKSON,
for Collector of Land Revenue, Customs and Opium.

THE WAY THEY ADVERTISE IN CELYON.

A correspondent sends us a specimen circular which is now being largely distributed in Ceylon, and of which the following is an exact copy :—

SEWING MACHINES COMPANY,
(Limited)
18, Main Street, Colombo,
Have in Stock :—

Weir's Sewing Machines, Patronised by Her Majesty the Queen.
Jones' Hand-Sewing Machines, as supplied to Her Royal Highness the Princess of Wales.
Singer Sewing Machines, Patronised by H.E. the Governor of Ceylon.
Naumann's Sewing Machines, which have gained the Highest Awards at Exhibitions.
White's Machines, so Simple and so Peerless.

N.B.—Unlike the Singer Manufacturing Company, which offers its customers HOBSON'S CHOICE, that is, Singer's Machines, or none, the Sewing Machines Company, Limited, endeavours to place before purchasers a variety of Sewing Machines of different styles by different makers: English, Continental, and American, not omitting even the much advertised and highly puffed "Singer" of the Singer Manufacturing Company of America. But "Old Singer's" days are done All honour to Stevenson, the Inventor of the Steam Engine! But would Stevenson's "Original Engine" take you up to Haputale? So with Sewing Machines. The "Singer," at one time a most useful principle, invented by Singer, of Germany, is behind the times, and is slowly but surely giving place to other types more adapted to modern requirements.

Unjust Pretensions and Humiliating Defeat
of the
Singer Manufacturing Company.
Before the Egregious Supreme Tribunal of the State of Sao Paulo.
The Singer Manufacturing Company *vs.* Max Nothmann.
Judgment.

That seen and examined in revision and new Judgment recited and discussed as dictated by law and in fulfilment of the venerable sentence Number 2.705 of the Supreme Tribunal of Justice, the annexed records of revision crime, between parts as appellor the defendant Maximilian Nothmann, partner and sole holder of the social firm of Max Nothmann & Co., and as appellor the plaintiff the Singer Manufacturing Company, and considering that although it is plainly proved by the records, the defendants has for many years, and even before the querulant company was incorporated, imported from Germany, advertised and sold sewing machines under the denomination "Singer Improved." Withal this fact alone does not constitute the crime of undue use of a commercial name, foreseen and defined in Art. 14 of the law No. 3,346, of October 14th, 1887, because it lacks some of its elements ; considering that the commercial name of the plaintiff and as such registered is "Singer Manufacturing," and from the records it does not appear that the defendant, on his sewing machines, advertisements, invoices, or any other document, usurped that name ; considering that it is truly in virtue of the statements of the article referred to of the law No. 3,346, that the usurpation of a name or commercial firm will be considered as existing, whenever the reproduction is identical or with omissions or alterations, but one condition that there be a possibility of error by the purchaser ; considering that the defendant making use of the name "Singer" on his sewing machines by no means could deceive the good faith of the purchasers in the fraudulent intention to gain profits to the detriment of the plaintiff, because the marks are completely different, as decided before, beyond all doubt, without imitation or counterfeit, and the differences are of such a nature as to be recognised without close examination or confrontation ; considering that it is exuberantly demonstrated that the name "Singer" is used by the defendant as a qualification of a certain and determined system of sewing machines, and when it would be proved that Isaac Singer was its inventor, it is certain that actually his name does not signify its patronymic representation, and neither is simply a commercial name, but a qualification of the invented product by which it is known in the market, and having fallen into public dominion, can be improved or perfectionated without loss of its denomination, and without that the new manufacturers commit any crime————: considering that the qualifying name of an article, where no privilege exists as in the present case, is general property and can be added adjectively to these articles, of which there are numerous examples in commerce ; considering that the plaintiff the Singer Company, not possessing privilege for the use and structure of sewing machines manufactured by her under the name of "Singer," and which she says to have invented, on the pretext of usurpation of its commercial name, pretends to acquire by this means a PERPETUAL and ODIOUS monopoly ; considering that not only in the United States of North America, but likewise the sundry states of Europe, the plaintiff has begun lawsuits upon identical grounds, and not been attended in her UNJUST PRETENSIONS with success ; considering that an anonymous Company as the plaintiffs the Singer Manufacturing Company, which must have a denomination arising out of its object or convention, for its juridical nature cannot have a name is current doctrine in justice and consecrated by Law ; upon these foundations and all the other contents of the records, we pronounce THE ACTION UNJUST, and absolve the defendant of the accusation

moved against him. The cost to be defrayed by the plaintiff the Singer Manufacturing Company,

Singer Manufacturing Company *v.* Hermann Loog.

The unanimous Judgment of the House of Lords against the Singer Manufacturing Company, with £20,000 costs, will be published and circulated in due course.

JOTTINGS

Mr. S. Smith, late with the Singer Manufacturing Co. at Salisbury, will shortly open premises at Bournemouth for the sale of domestic machinery.

* * *

Mr. E. Lawrence, sewing machine and furniture dealer, of Buckingham, has extended his business to include Cycle and Pram, repairs, &c., in addition to that of Sewing Machines, and also is open to receive offers of good lines in sundries.

* * *

A correspondent requests the addresses of the following :—C. Davidson, late Victoria Street, Heckmondwike ; Wm. Hendrie, late 94, Mouce View, Coatsbridge, Scotland ; W. H. Hill, late Church Road, Hendon, N.W. We shall be pleased to hear from anyone who can supply the same.

* * *

A correspondent is requiring the address of the owners of a new three-stitch machine, He believes they reside in Manchester.

* * *

Messrs. W. Finney & Co., wringing machine and furniture dealers, have changed their premises from 3, Cambridge Street, to 69, Fountain Square, Fenton, Stoke-on-Trent.

* * *

Owing to increasing business, and the necessity of having a more central address, Gebruder Nothmann have removed their London office from 56, Doughty Street, to 184, Aldersgate Street, where Mr. Rausnitz can be seen during the ordinary business hours.

* * *

Mr. Handel Wheatley, pram rug manufacturer, Evesham, would be pleased to receive circulars relating to pinking machines and appliances suitable for cutting the fancy borders of pram rugs.

* * *

The business of Messrs. Bradbury & Co., Ltd., at Glasgow, has so increased of late as to necessitate their removal of the branch to more extensive premises, and they have, therefore, secured new quarters at 232, Sauchiehall Street, Glasgow.

* * *

The Nottingham address of Messrs. Bradbury & Co. Ltd., has recently been altered, they now being located in more commodious and suitable premises at 9, Heathcote Street, Nottingham.

* * *

A striking departure from the general form of domestic machinery delivery carts has been brought out by Mr. W. J. Mace, of George Street, Hove, who has produced one in the similitude of a locomotive engine.

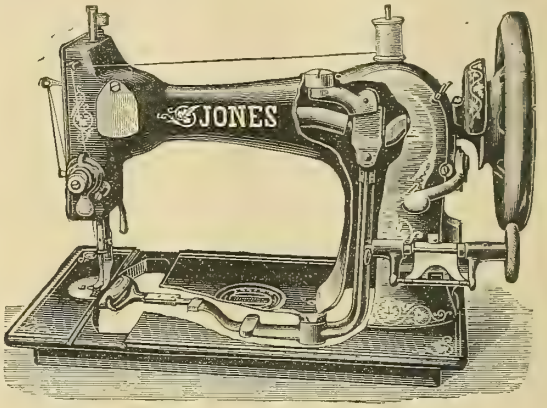
* * *

There has recently been decided in the Chancery Division of the High Courts of Justice by Mr. Justice Chitty, a case in which the perplexing question of convenants between employers and *employes* was concerned. In this case, Kavanagh *v.* Dallaston, one in which the defendant covenanted not to carry on a business within two miles of plaintiff (a former employer) during a period of two years, it was held that the same was not unreasonable as an undue restraint of trade, and, therefore, motion to enforce covenant was allowed.

JONES' "C.S." MACHINE.

We have just had an opportunity of examining the new family machine which Jones' Sewing Machine Company are about to put on the market, and can confidently state that it is calculated to make a considerable stir in the trade. It is a bold thing to say, but we are inclined to think that it is the lightest and quietest machine ever constructed.

The accompanying wood-cut so clearly illustrates the mechanism of the "C.S." (cylinder shuttle) that it is almost superfluous to give any technical description. As our readers will observe, the shuttle is driven by a single



lever, operated by an eccentric on the upper shaft, and the feed obtains its motion from this same lever. It is obvious that this arrangement not only has the advantage of fewer parts, but it is impossible to get the machine out of time. It is surprizing that such valuable improvements have not been thought of earlier.

We might add that the shuttle is of the cylinder type, unusually capacious and easy to thread. Further, that the "C.S.," both in the hand or treadle form, is of the usual Guide-Bridge standard of manufacture ; in other words, it is of the very best workmanship and finish.

TRAVELLER WANTED.—Well-known and long-established Manufacturers of Washers and Wringing Machines want Representative for London, South Coast, and West. Must have good connection among Ironmongers, Stores, Sewing Machine Agents, and General Furnishers. State salary and references to "Beta," *Sewing Machine Gazette.*

OUR TRADE DIRECTORY.

SEWING MACHINES AND ACCESSORIES.

Machines à Coudre.

Baer & Rempel, Bielefeld, the Phœnix.
Bradbury & Co., Ltd., Wellington Works, Oldham, and Branches.
Bradbury C , 249A, High Holborn, London, W.C., Grimme, Natalis, & Co.'s machines.
Branston Two-reel Sewing Machine Co., 59, Holborn Viaduct, E.C., the Branston Two-reel machine.
Bishop's Cluster Co., 147, Aldersgate Street, London, E.C., the Gloria machine and others.
Eclipse Machine Co. Oldham, Lancs., the Eclipse machine.
Jones Sewing Machine Co., Ltd., Guide Bridge, Jones' machines.
Kimball & Morten, Ltd., Bothwell Circus, Glasgow, the Lion machine and others.
Lohmann, C., 22, Jewin Street, London E.C., the Electra machine, and others.
Murdoch J. G. & Co., Ltd., 91, Farringdon Road, London, E.C., various machines.
National Sewing Machine Co., Fetter Lane, E.C., the National machine.
Patent Button-Hole Machine Co., 4, Newgate-street, London, E.C.
Pfaff, G. M., 132, Wool Exchange, London, the Pfaff.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C., the high arm Naumann machines and others.
Singer Manufacturing Co., 39, Foster Lane, London, and branches.
Standard Sewing Machine Co., 94, Hatton Garden, E.C., the Standard.
Gordon & Gotch, 15, St. Bride Street, London, E.C., the Domestic.
Two-reel Sewing Machine Co., Lim., Albion Street, Birmingham, Daniel Jones' Patent Two-reel machine.
Varley & Wolfenden, Keighley, Yorks., the Cyclops machine.
Vertical Feed Co., 24, Aldersgate Street, London, E.C , the Vertical Feed machine.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.
White Sewing Machine Co., 48, Holborn Viaduct, E.C., the White machine.
Wheeler & Wilson Co., 21, Queen Victoria Street, E.C., the Wheeler and Wilson machine.
Webster H., 442 & 444, Harrow Road, London, W., the New Home machine.
Zschwinzscher, G., 102, Fenchurch Street, E.C., Biesolt & Locke's machines.

MUSICAL INSTRUMENTS.

Bell, W. and Co., 95, New Bond Street, London, W.
Grover and Wood, 62, Glengall Road, London, S.E.
Lohmann, C., address given above.
Murdoch, J. G. and Co., Ltd, (automatic, etc.) do.
Peters and Co , do, 84, Oxford Street, London, W.
Whight, G and Co, do address given above

KNITTING MACHINES.

(*Machines à Tricoter*).

Biernatzki and Co 44, Mansfield Road, Nottingham.
Eclipse Machine Co., Oldham.
Harrison Knitting Machine Co , Manchester.
Rothwell & Co., Lim., Bolton.
Stibbe G., 25, Jamaica Street, Glasgow.

BEDSTEADS.

Atlas Bedstead Co., Bilston, Staffs.

WASHING AND WRINGING MACHINES.

Machines à Laver.

Acme Machine Co., Henrietta Street, Glasgow, rubber wringers.
American Wringer Co., 122, Southwark Street, London, S.E., rubber wringers.
Cherry Tree Machine Co., Cherry Tree, Lancs., washers and mangles.
Kimball & Morton, Bothwell Circus, Glasgow, rubber wringers.
Taylor & Wilson, Atlas Works, Accrington.

BICYCLES.

Eclipse Machine Co., Oldham.
Oxford Cycle Co., Worcester Place Works, Oxford.
St. George's Cycle Co., Upper Street, London, N.
Roberts H. S., Deanshanger, Stoney Stratford, Bucks.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.

UNPRECEDENTED SUCCESS.

AT THE

WORLD'S FAIR, CHICAGO,

THE SINGER MANUFACTURING CO.

OBTAINED

54 FIRST AWARDS,

And thus secured the First Position among the Largest Number of Exhibitors that have ever been brought together at any Exhibition.

THIS GREAT TRIUMPH IS LARGELY DUE TO

THE MANY IMPROVEMENTS IN

SINGER'S

NEW HOUSEHOLD SEWING MACHINES,

Which, for Rapid and Noiseless Working, Simplicity of Parts, Beauty of Stitch, and Marvellous Production of Art Work, are

A Source of the Greatest Surprise and Interest

TO THE USERS OF EARLIER STYLES.

MACHINES OF ANYBODY'S MAKE REPAIRED OR EXCHANGED.

THE SINGER MANUFACTURING CO.,

MANAGEMENT FOR THE UNITED KINGDOM – 39, FOSTER LANE, LONDON, E.C.

CITY SHOWROOM: 147, CHEAPSIDE, E.C.

and 558 *Branch Offices throughout Great Britain and Ireland.*

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

THE "BELL" ORGAN & PIANO COMPANY, LTD.

95, NEW BOND STREET, LONDON, W.

HARROPS

Acknowledged best Makers in the Trade for High-class



BABY CARRIAGES,

MAIL CARTS & BATH CHAIRS.

Coloured Catalogue sent on application, with best Terms to the Trade.

SAMPLE SHOW ROOM—

35, ELY PLACE, HOLBORN,

LONDON, E.C.

AGENT — **MR. E. E. JENKINS.**

Special Show Day Every Friday.

Works—Bury Street Mills, STOCKPORT.

Wholesale Warehouse—55, Tib Street, MANCHESTER.

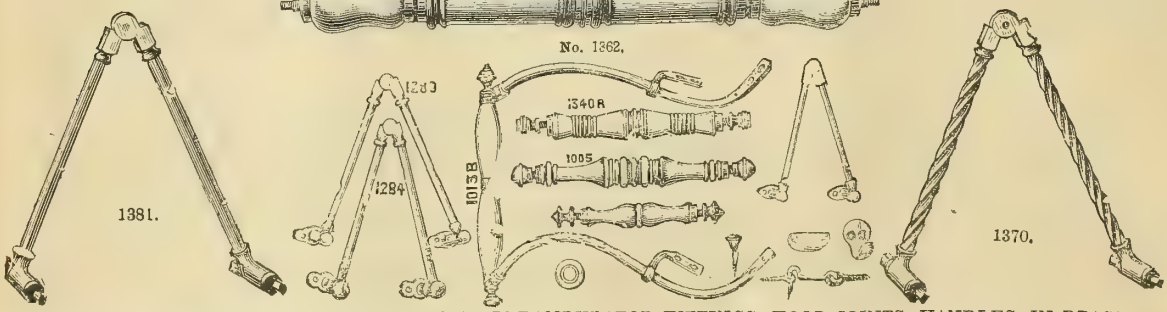
W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

REGISTERED DESIGN.



No. 1362.



MANUFACTURERS OF EVERY DESCRIPTION OF PERAMBULATOR FITTINGS, HOOD JOINTS, HANDLES IN BRASS AND WOOD, BRASS HANDLE RODS, TOY FITTINGS, IRON HOOD FRAMES, CANOPY IRONS, SPRINGS, BODIES, &c.

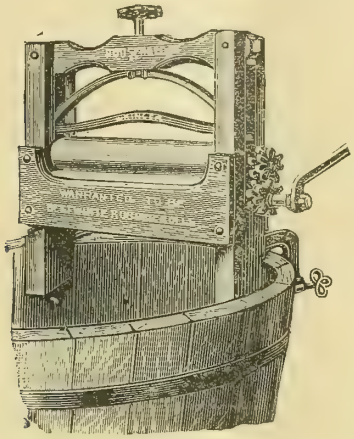
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

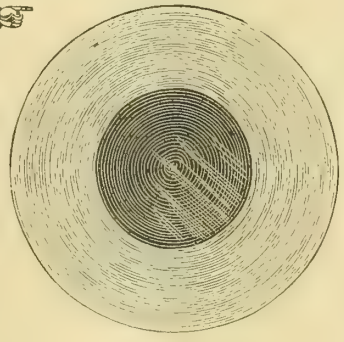
The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



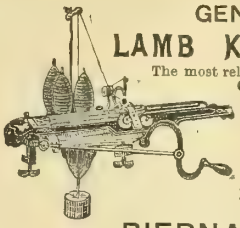
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

LAMB KNITTING MACHINE.

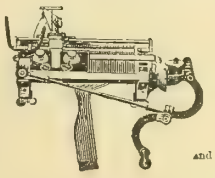
The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,

44, MANSFIELD ROAD, NOTTINGHAM.

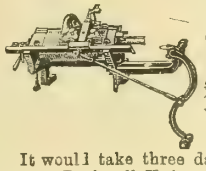


NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post.

TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 18, Upper Brook St., Manchester



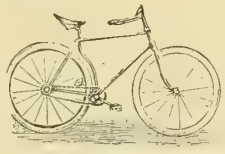
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

Messrs. Freeman, Thomas, & Co., of Birmingham, have removed from Broad Street to new premises at No. 3, Great Charles Street, Birmingham.

From henceforth the Centric Cycle Company will be known as Messrs. C. B. Bishop & Co., their address being 14, Edgbaston Road, Moseley, Birmingham.

We note that at their new depôt on Holborn Viaduct the Whitworth Cycle Company have adopted the gradual payment system.

American firms are giving up 30 by 28 in. wheels as a standard in favour of "equal 28's."

With a capital of £3,000, the Corrugated Rim and Air Tyre Company have recently been formed in Newcastle.

The National Cycle Company, Limited, have opened a branch depôt and workshops at 3, Bridge Street, Aberdeen.

Branch depôts have been secured by the New Howe Company at Cardiff, where they have taken the premises of Mr. E. Kennard, in Church Street; in Newcastle-on-Tyne, at Westgate Road; and at King's Road, Reading.

For the sale of Triumph cycles, Mr. A. Farnell has been appointed agent in Bradford, and Messrs. Thompson & Sons in Sheffield.

For the information of our Russian readers, we note that Messrs. Kudrin, Fedoroff, and Kossonroff have established themselves at Moscow as cycle dealers.

A new anti-vibrating system for cycles has recently been patented by Mr. J. H. Bunstead, of Poulton-le-Flyde, its feature being that of a pneumatic tube intervening between the frame and the wheel pin, whereby the wheels are practically attached to the frame without any metallic connection, the advantage of which is obvious.

The John Griffiths Cycle Corporation, Limited, have secured splendid premises at 40, Whitehall Street, Dundee.

Messrs. T. Warwick & Sons, Limited, and Messrs. Hudson & Co. Limited, have amalgamated, and now trade as the Cycle Components Manufacturing Company, Limited.

Messrs. the Cycle Accessories Manufacturing Company, of 14, Holborn Viaduct, E.C., have been appointed agents for Barton and London's detachable gear case.

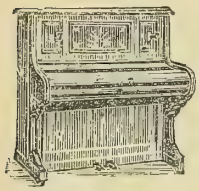
A new seat-pillar for ladies cycles has just been brought out by Mr. J. Howes, of Cambridge, which should be seen by all who cater for lady cyclists.

From Germany hails another new tyre. It is the invention of Mr. L. Holt, of Frankfort-on-Main, and is pneumatic not only in the tyre, but the fixings thereof also, this latter being accomplished by auxiliary air-tubes, which, when inflated, pin the tyre against the wheel rim.

Messrs. Bruce & Alexander, of Niddry Street, Edinburgh, have opened new premises at 48, Nicholson Street, of that same city.

The very latest invention is a steam cycle, which has been constructed by an American—Dr. W. H. Libbey, of Boston.

Mr. W. R. Warrilow, the well-known cycle manufacturer, of Weston-super-Mare, is making rapid progress. In addition to his branches at Chippenham, Trowbridge, and Bridgwater, he has just opened a depot in Cardiff.



Section

New show rooms have recently been opened at 27, Royal Exchange Square, Glasgow, by Mr. Maxwell.

The sole agency for the sale of Dr. A. Stelzner's patented stringed instruments in Great Britain has just been obtained by Messrs. Breitkopf & Haertel, of 54, Great Marlborough Street, W.

Mr. H. J. Crippen, who, during life, was president of the Prescott Piano Company, of Concord, has recently died in America. He was born in England, at Canterbury, in 1837, went to America when quite young, and during his life held many prominent and honourable municipal offices.

Several new styles of Messrs. Newman Bros.' 6-octave organs have recently been introduced by Messrs. R. Cocks & Co., 6, New Burlington Street, their London agents.

Mr. E. H. Story, of the Story and Clark Organ Company, paid a visit to London early this year.

The Music Trades' Association have just issued their sixth Directory, wherein are given a number of hints on the working of the hire system, and useful hire-purchase system and discount tables.

A pretty pianette has recently been added by Messrs. Matz & Co. to their already comprehensive stock. It is a full trichord, with a full steel frame, and is of choice appearance. It can be seen at Messrs. Matz & Co.'s show rooms, 27, St. Ann's Hill, Wandsworth, S.W.

Messrs. Geo. Rogers & Sons are rebuilding their premises at 60, Berner's Street, W., and have a temporary place at No. 17.

A neat contrivance has been invented by Messrs. A. Allison & Co., whereby the illumination of the piano music stand is effected by electricity in a very perfect manner.

Failures and Arrangements.

HENRY BORRIDGE, domertic machinery dealer, residing at 124, Alfred Street, Nottingham, lately trading at 258, Alfred Street, Central, Nottingham.

The above bankrupt came up for his public examination at the Nottingham Bankruptcy Court on the 2nd ult., before Mr. Registrar Speed. The debtor, in reply to questions put by the Official Receiver, said his assets consisted mostly of book debts, payable by instalments. The total amount of these was £15 16s. 3d. A few days before filing his petition he sold book debts value £20 for £5. The book debts still remaining were of the same quality, and would at that rate produce about £4. The day prior to filing his petition he sold his stock fixtures and fittings, partly privately, and partly by auction. Privately he obtained £2 10s., and by auction £5, and the £11 which he paid on filing his petition was made up of these sums, together with the amount he obtained for the book debts. The whole of the furniture in his house was claimed by his wife. All the goods were fairly and honestly his wife's, and never belonged to him. His wife came into some money on the death of her mother. She bought her mother's furniture, because the rest of the family could not agree as to the division. He did not know how much she spent in buying the goods. He became aware of his insolvency about twelve months ago, and he had since contracted debts. He knew he was in an insolvent position when he ordered those goods, but he hoped trade would improve, and enable him to pull through. The examination was then ordered to be adjourned.

C. J. GRIFFITHS, domestic machinery dealer, Nor' West Machine Stores, Willesden Junction, and branches.

The above has been adjudicated bankrupt. List of creditors and further particulars in our next issue.

J. J. EGDELL (Egdell & Co.), cycle and sewing machine dealer, Newgate Street and Eldon Street, Newcastle-on-Tyne.

A deed of arrangement has been filed in the above. Unsecured liabilities, £2,971 3s. 1d.; estimated net assets, £2,095 3s. 5d.

E. SIMMONS (deceased), house furnisher and machine dealer, High Street, Burton-on-Trent.

The estate left by the above has been found to be insolvent, and an offer of 10s. in the pound is being made to the creditors.

GEORGE LUCAS, furniture and machine dealer, 398, Walworth Road, London, S.E.

The above has been adjudicated a bankrupt.

TRAVELLER WANTED to appoint Purchasing Agents for the Ideal Knitter, the most wonderful invention in Knitting Machines before the Trade. Only serious men holding other first-rate representations need apply.—Address, G. Stibbe, 25, Jamaica Street, Glasgow.

WANTED, AGENTS for the NEW ROTHWELL CIRCULAR AND FLAT KNITTING MACHINES. For terms, &c., apply to W. Rothwell & Co., Limited, Albert Works, Bridgman Street, Bolton.

ST. GEORGE'S CYCLE COMPANY, 298, Upper Street, N., the Cheapest and Best house for cycles, cycle fittings, accessories, lamps, bells, saddles, &c., tyres of all kinds, pram. tyres, cement, and pram. fittings. Send for our 1893 List which is now ready, and will be found the most complete and useful in the trade. All repairs, nickel-plating, and stove-enamelling executed with despatch. Our new rubber mud-guard and toe-clip for rubber pedals was the novelty of the National Show.

£50 OFFERED FOR PARROTS that repeat "Dunkley's Baby Car Ball Bearings, 105s."—76, Houndsditch, London, or Birmingham.

THE IDEAL KNITTER.—The Machine, at last, which will give you No Trouble (see advertisement elsewhere). A few Sole Agencies still open where not represented.—Write at once, G. Stibbe, Glasgow.

ENTWISLE & KENYON'S
ACCRINGTON MANGLES
AT
KEIGHLEY PRICES.
DESIGNED FOR HARD USAGE.
NO BETTER SEASONED ROLLERS IN EXISTENCE.
WRITE FOR LIST OR SEND YOUR NAME ON POST CARD AND TRAVELLER SHALL CALL.
OTHER SPECIALTIES IN
Carpet Sweepers, Meat Choppers, Step Ladders, Draught Excluders, &c.
ENTWISLE & KENYON,
ACCRINGTON.

"RIGHT AHEAD AGAIN."

SEASON 1894.

STAR goods were never so good before, and never did manufacturers have so many enquiries as we have had already thus early in the season. As we have repeatedly stated, "merit **WILL** always tell," so perhaps this accounts for the rush we are having.

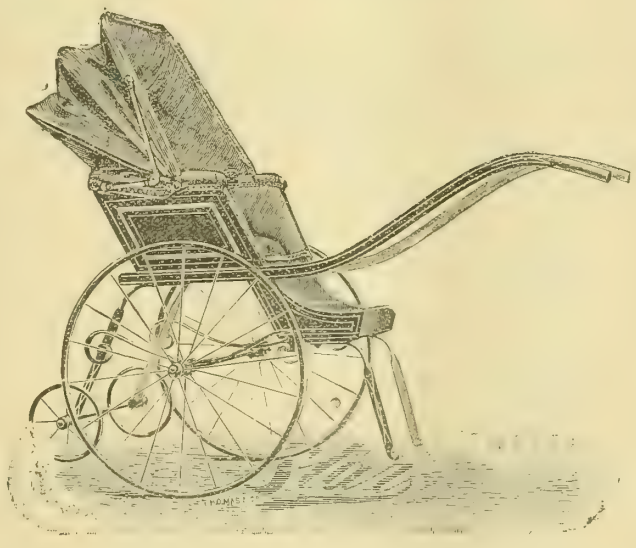


Our new Catalogue is now ready, and is a perfect gem; 52 pages full of valuable information respecting our well-known Manufactures; and embracing a range of goods of a kind never before submitted to Dealers.

CHEAP, ELEGANT, TASTY

If you have not already received a copy of our new catalogue, it is to your greatest interest to write for it at once. We shall be happy to send it you upon receipt of your application; and you will find it will repay the trouble Moreover, and what is more to the point, you will find just the good you have so long been looking for.

WE ARE WAITING TO HEAR FROM YOU.



Beautifully Designed and well Finished.

STAR MANUFACTURING COMPANY,

STAR WORKS, GOODINGE ROAD, YORK ROAD, LONDON, N.

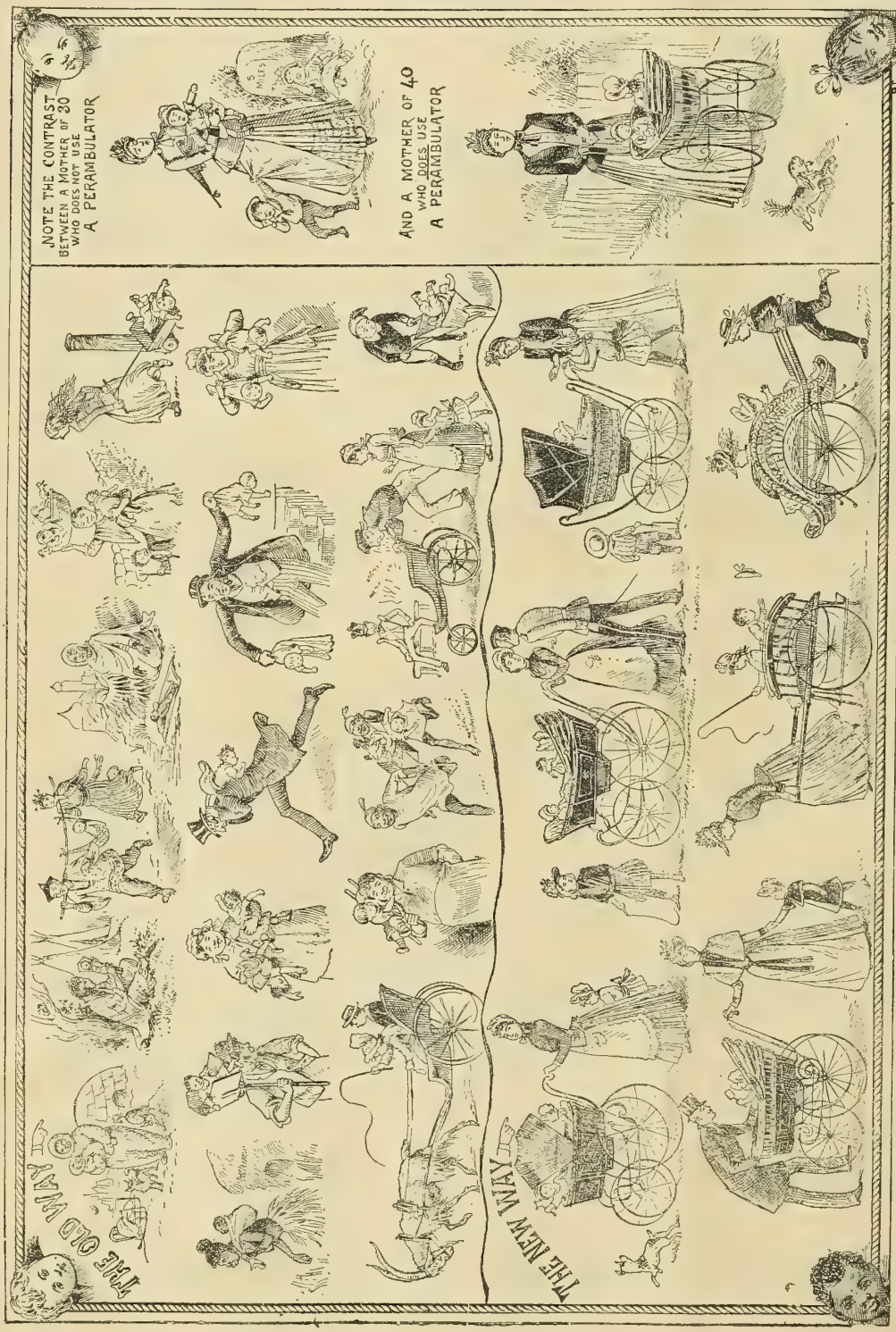
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IN MEMORIAM.

THE LATE MR. NATHANIEL WHEELER.

So, from thee sense has fled!
So, in thee life is dead!
Brother, thou'rt gone;
Gone from the striving earth
Just when we knew the worth
Of what in thee had birth,
From us thou'rt gone!

No more to care for fame;
Cold, while we praise thy name,
Friend, sleep on!
Closed are thy busy schemes,
Done with thy mortal dreams,
How poor each hope now seems
Veteran, sleep on!

Not dust alone to dust,
Not to decay, our trust
Says, thou art gone;
Somewhere, thy parted soul,
Past this, our life's last goal,
Breathes on 'neath God's control,
Where thou art gone.

Soft tears are in our eyes,
Round thee are tender sighs.
Veteran, sleep on!
All lost to us thou'rt not,
Fear not to be forgot!
Love still shall be thy lot,
Veteran, sleep on!

Well hast thou done in life,
Well faced the heat and strife,
Thou who art gone;
Striving thy days to fill
With work that seemed God's will,
Now He bids thee be still.
And thou art gone.

Gone from toil, hope, and pain,
Gone from dreams, dreamed in vain,
Veteran, sleep on!
What matters, 'neath the sun,
Not more by thee was done!
Now thou thy race hast run,
Veteran, sleep on!

Yet, to the tender skies
Upward we raise our eyes,
Now thou art gone.
Where thou art, who shall tell?
Yet, where'er thou dost dwell,
Thou art gone where 'tis well,
So peace, thou'rt gone!

So peace, or, it may be
New lives thy soul shall see,
Cold form, sleep on!
Yet, through all worlds, thou still
Wilt thy life's ends fulfil,
Toiling to do God's will,
Cold dust, sleep on!

O, while our hearts here make
Sorrow for thy dear sake,
Friend, who art gone;
Shall our hope all be vain,
Our dear hope, that would fain
Trust to know thee again,
Where thou art gone.

Yes, we shall see thee there,
In other worlds more fair,
Still striving on;
There, 'neath another sky,
Thy soul its powers shall try,
Soaring, perchance, more high,
Where thou art gone.

(We have been specially requested to insert the above lines, which were written by Mr. H. Moore, sewing machine dealer, Wellingboro'.)

NOTE:

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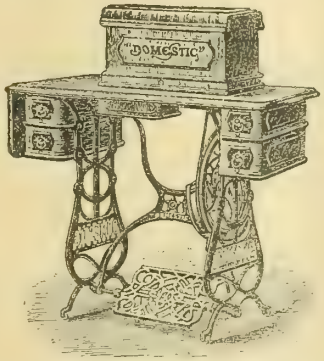
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THE WORLD'S FAIR.

No. VI.

Sewing Machine Section (*continued*).

William Weitling. Pat. No. 45,777, Jan. 3, 1865.

An early type of button-hole machine, having two needles carried by the same needle-bar, one needle penetrating the cloth near the edge of the button hole, and the other passing through the button hole. A reciprocating shuttle carries a locking-thread through loops of the two needle-threads.

J. A. & H. A. House. Pats. No. 55,865, June 26, 1866, and No. 56,224, July 10, 1866.

An attachment for making button holes applied to Wheeler & Wilson family machine.

Loaned by Wheeler & Wilson Manufacturing Company.

Job A. Davis. Pat. No. 58,614, Oct. 9, 1866.

This is the second "Vertical Feed" machine.

Loaned by the Davis Sewing Machine Company.

E. E. Kilbourn. Pat. No. 59,746, Nov. 20, 1866.

First machine especially assigned for uniting looped fabrics by elastic seam. Stationary, straight plate, provided with pins for supporting work. Carriage, supporting sewing mechanism, caused to move progressively along work-holding plate by rotating screw.

I. M. Singer. Pat No. 60,433, Dec. 11, 1866.

Thread-delivery eye of shuttle coincident with its axis of oscillation. Feed-bar operated by bar moving transversly thereof. Stitch regulated and feed reversed by turning-plate connected by link to hand-lever.

A. Bonnaz. Pat. No. 83,910, Nov. 10, 1868.

An embroidering machine wherein a hook-needle is used to make a chain-stitch. The characteristic features are a universal feed mechanism whereby the material may be fed in any desired direction, combined with mechanism for correspondingly rotating the stitch-forming mechanism to maintain the proper relation of the hook of needle with regard to the line of feed. A stop-motion mechanism is also provided.

J. A. House. Pat. No. 124, 360, March 5, 1872.

Form of revolving-hook machine, capable of sewing leather, heavy and light fabrics. Hook provided with guard overlapping seizing toe, which prevents cast-off loop catching while being drawn up. Hook variably speeded, and needle-bar variably speeded in its reciprocations, take-up properly co-operating.

J. A. House. Pats. No. 124,350, March 5, 1872, and No. 145,570, Dec. 16, 1873.

Needle-bar driven by a vibrating lever; rotary hook driven with variable motion, and an independent take-up. For general sewing on cloth and leather.

Loaned by Wheeler & Wilson Manufacturing Company.

Daniel Mills. No. 127,423, June 4, 1872.

One of the first lock-stitch shoe sewing machines adapted for sewing both "turned" work and "welted" work. Its characteristic features comprise a curved awl, a curved barbed needle, and a shuttle reciprocating across the line of stitching in a plain oblique to the surface of the work.

J. L. Hinds. Pat. No. 131,166, Sept. 10, 1872.
G. S. & A. L. Darling. Pat. No. 163,629, May 28, 1875.
T. M. Rice. Pat. No. 176,686, April 25, 1876.

This is the third "Vertical Feed" machine.

Loaned by the Davis Sewing Machine Company.

E. Shaw. Pat. No. 132,325, Oct. 15, 1872.

This machine is especially intended for use in the manufacture of boot legs. A series of adjustable awls and hook-needles (the latter being supplied with thread by a double thread-guide) are so arranged, in combination with a lap-seam guide, as to overlap the edges of the material and sew parallel lines of stitches.

S. S. Turner. Pat. No. 133,553, Dec. 1872.

One of the early machines for sewing straw braid. Among its characteristic features are a self-adjustable work-plate, which changes its position to suit braid of varying thickness, so as to avoid changing the appearance of the seam at the upper surface of the material; an eyed needle and a hooked needle are arranged to reciprocate at an angle to each other, and in planes diagonal to the surface of the work-plate.

J. Stewart, Junr. Pat. No. 141,397, July 29, 1873.

This machine is for sewing bands on hats, and is provided with a rounded bed-plate to conform to the contour of the hat, and has the usual stitch-forming and feeding mechanism. A series of adjustable guides enables bands of various widths to be guided to the stitch-forming mechanism. The machine has also a device for putting tension upon the band as it is fed to the machine.

Orville Brewster. Pat. No. 149,714, April 14, 1874.
Corey & Muther. Pat. No. 245,997, Aug. 23, 1881.
Muther & Dearborn. Pat. No. 299,568, June 3, 1884.
Muther & Dearborn. Pat. No. 299,569, June 3, 1884.

This is a bag machine, and was the foundation of the present business of the Union Special Sewing Machine Company, of Chicago.

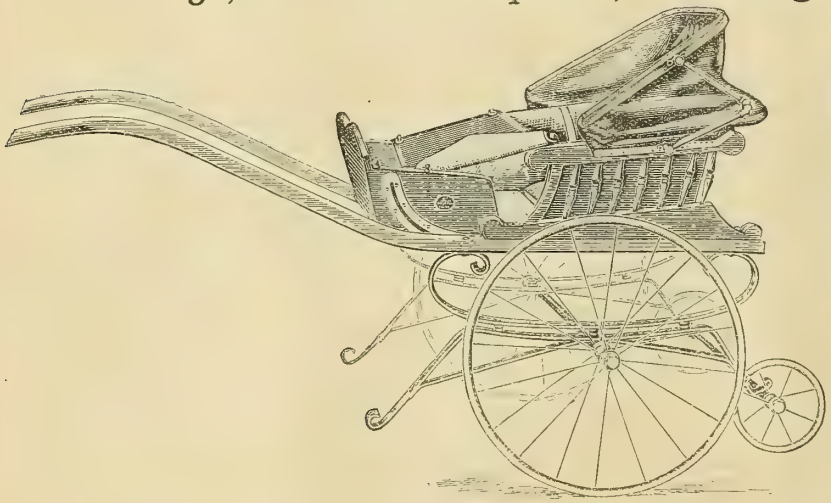
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Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

929. W. J. Ford, for improvements in knitting machines and fabrics made thereon.

1,217. E. J. Blincoe, for a cotton holder and cutter for sewing work-table.

1,293. A. E. Jerram, for improvements in or connected with sewing machines.

1,351. S. T. Richardson, for certain improvements in children's perambulators, bassinettes, mail carts, and other children's carriages.

1,400. G. Moore, jun., for improvements in perambulator fittings.

1,651. L. E. Blackwell and P. R. Harrison, for improvements in sewing machines.

24, 670A. G. Worsley, jun., J. Brelsford, A. E. Worsley, and F. Cree, jun., for improvements in sewing machines.

1,898. R. Haddan, a communication from W. E. Elliott, of United States, for improvements in button attaching machines.

1,996. E. C. Kilby, for improvements in circular knitting machines for the manufacture of stockings, socks and other ribbed fabrics.

2,078. W. Powell, of the firm of James Lloyd & Co., for improvements in, or additions to, mail carts, bassinettes, perambulators and other like wheeled vehicles.

2,124. H. Hill for improvements in or relating to sewing machines.

2,229. C. Terrot and The "Boas-King" Knitting Machine Company, Limited, for Improvements in Knitting Machines.

2,275. J. W. Gillespie, for a sewing machine needle.

2,384. A. Lee and W. H. Todd for improvements in knitting machines.

2,471. J. W. Howard and H. Horevitz, trading as the Manchester Bassinette and Cabinet Manufacturing Company, for improvements in mail carts for children.

2,571. W. Wilson, for improvements in and connected with perambulator carriages for the use of children.

2,747. J. F. Nowell, for certain improvements in or appertaining to sewing machines.

2,752. J. F. Robertson, for improvements in perambulators, partly applicable to other vehicles.

2,773. F. W. Farr, for improvements in spools for use on sewing machines, and for other purposes.

2,774. W. P. Thompson, a communication from J. Rutz, of Switzerland, for improvements in appliances or devices for use in connection with embroidery machines.

2,883. A. Cook and T. Dewhurst, for improvements in or relating to sewing machines.

2,933. W. Allen, J. H. Turtle, and T. Kennedy, for improvements in knitting machines.

2938. J. Cherrey, for improvements in cloth and handkerchief holding appliance for Swiss sewing machines.

2,985. F. Rosati, C. Petrini, and R. Petrini, for improvements in or connected with sewing machines.

United States Patents.

Issued and dated January 9th, 1894.

512,310. G. J. Manderfield, Royersford, Pa., stop motion for knitting machines.

512,526. W. E. Trull, New York, shuttle for sewing machines.

Issued and dated January 16th, 1894.

513,008. H. H. Fefel, New York, sewing machine trimmer.

513,009. H. H. Fefel, New York, sewing machine.

513,047. W. F. Kneip, Ypslanti, Mich., knit garment.

513,048. G. A. Knox Lynn and E. E. Bean, Boston, Mass., shoe-sewing machine.

Issued and Dated January 23rd, 1894.

513,157. A. Tomkins and I. Tomkins, Troy, N.Y., adjustable supporting device for knitting machine presser wheels.

513,248. L. Roberts, Bradford, England, perambulator.

513,259. J. Buchel, New Orleans, La., automatic electric stop motion for knitting machines.

513,441. H. C. Rightmire, Philadelphia, Pa., hold-down for knitting machines.

Abstracts of Specifications Published.

(Price 8d. each.)

714. Machine for Sewing Quilts, Quilted Linings, &c. J. Alpe, of Erste SchulgasseWandsbek, Hamburg. Dated January 12th, 1893.

Hitherto, when ornamenting fabric comprising several quilts, the quilted design has been stitched across the border of the quilt, the stitches being afterwards removed from the border, thereby injuring it.

According to this invention two needle carriages, each carrying a single row of needles, are employed with the usual pattern cams, after having quilted the centre piece the fabric is fed forward, by means of a lever and catch arrangement, the distance required for two borders, and the sewing is then continued.

In order that the needle carriages shall be a short distance apart, a roller is adjustably mounted on uprights between the carriages, thus taking up the surplus fabric.

3,659. Foot motor for sewing machines. D. Noble and J. A. Brown, Nobro Works, Little Queen Street, Leeds. Dated February 18th, 1893.

Consists in mounting the driving wheel outside the stand of a sewing machine, the framing being so constructed as to form a guard.

Also in providing the driving wheel with a ball-bearing which is adjusted from the opposite end of the crank shaft by a centre screw, this screw also acting as a bearing for the shaft.

3,812. Embroidering Machines. E. & R. Cornely, 87, Faubourg St. Denis, France. Dated February 21st, 1893.

The principal object of the invention is the production of an over-seaming stitch in all directions by means of the universal feed.

The stitch consists of two chain stitches on the upper side of the material, the threads of which are crossed on the under side by means of an oscillating looper, and are hooked into the needle hooks for the production of the next following stitch.

9,188. Embroidering Machines. E. & R. Cornely. Dated May 8th, 1893.

When using two needles, an auxiliary needle is employed, this needle not requiring hook or eye, and being placed at an angle relatively with the other needles. The needles pierce the material, and descend below the needle plate, where the thread looper winds the thread around them, thus forming a triangle. On the needles rising, the needle-plate pushes the thread from the auxiliary needle, the length of thread thus set free being taken up by the other needles for their stitches, whereby the aid of a supply blade is rendered unnecessary.

24,265. Knitting Machines. J. G. Powell, Parrish Street, Philadelphia, Pa. Dated December 16th, 1893.

The improvements consist in, first, a construction of parts whereby only the web-holders used in conjunction with the needles on the acting side of the machine are operated, the web-holders on the other side being, like the needles themselves, inoperative. Second, mechanism whereby the needles upon which is effected the "fashioning" are packed out of and then into operative position. Third, a new construction and mode of operating the needle actuating cams. Also means for retaining the needles in their grooves, and a special form of latch guard and turner.

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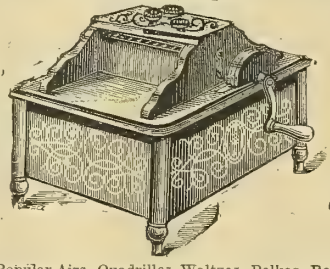
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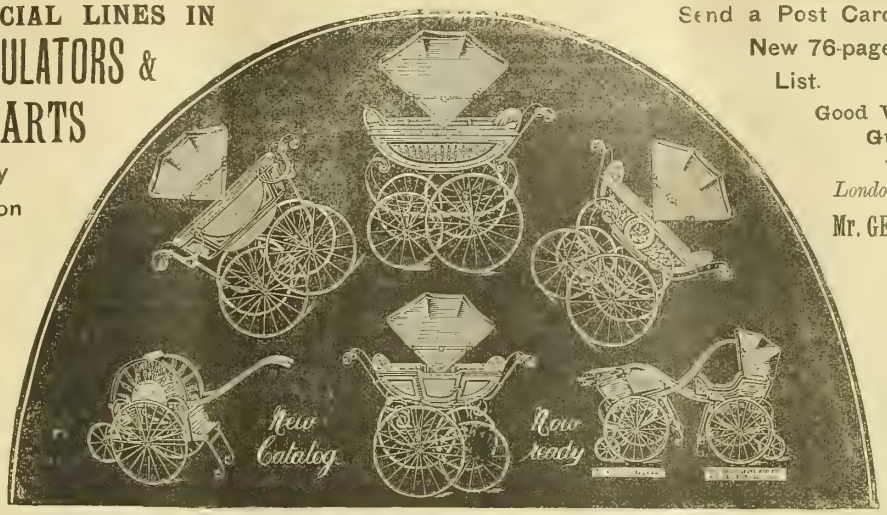
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List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

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Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

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London, E.C.

Editorial Notes.

"Made in Germany." Our contemporary, the *Hardwareman*, has heralded its advent with a sensational article of great length, accompanied with illustrations.

"Made in Germany" is used as the title, with "A Fraud upon Capital, and a Crime against Labour" as a "sub-head," and the following is the introduction :—

How often in handling an article of Teutonic production has one heard the remark—"*Well*, I don't know how they can find even the labour at *that* price!"

Has it ever struck any of us, I wonder, that some of these German quotations give but a very slight margin for labour after providing for the raw material? It has often struck me in that way, and I can shrewdly guess that the same stroke has come pretty forcibly upon many a poor fellow among our manufacturers as he has gone forth from the buyer's room to make yet another cut at his cost of production, and yet another irrevocable step towards his public examination. Yes! I am sure we have all been puzzled by these German prices, and yet we have sat ourselves down time after time, and complacently said, "But you see labour's so cheap in Germany, and they work long hours, and all that sort of thing you know," and so we have given vent to our craze for cheapness, gone on permitting ourselves to be turned into a German midden, and have complacently allowed this cheapness at the one end to become a trebled dearness at the other, by adding to our poor rate the relief of hundreds who have been thrust out of work between the two fires of Teutonic cheapness and British ignorance. For I think that our ignorance of the source of the German cheapness has been an important factor in the success with which some of the stuff has been allowed to secure a foothold to the impoverishment of English workmen. We have, I think, fooled ourselves—or been fooled—with the impression that this closing of our workshops and the idleness of our workmen has been due to the superiority of German thrift, the slender feeding of the German worker, and the slight amount of his expenditure upon the extravagances or amusements of a domesticated life. Well, I say we have been fooled with such impressions, but yet I have known worse guesses at the truth, for having just returned from seeing our Teutonic cousin at his daily labour, I can most truthfully state that he *is* thrifty, *does* feed slenderly, and does *not* waste his substance upon the amusements of domestic life. In short, this labourer who is responsible for a great deal of the cheapness that is paralysing English labour is—in gaol. Just think of that! think of your silent factories and your starving neighbours! Silent and starving in order that a German gaol may earn its food bill without cost to a needy Government. Silent and starving that a keen contractor may fatten himself upon the labour of these hungry criminals! Do you call *that* fair competition? Competition of a sort of course it is; but nothing more unfair, more treacherous, more stifling to the energy of honest labour has ever been described by the pen of man.

Well, let me tell you about it, because *I have seen it and I know.*

How the system started I cannot say; but it would appear as if the rulers of the economic Fatherland found that the less they paid to keep a prison going, the more could they spend in the neighbourly maintenance of that enormous army on their frontier; but anyway they decided to let England keep the gaolbirds in food and shelter, while their own taxes were spent in preparation for the coming bloodshed. Not that they debited their prison maintenance directly to ourselves, but they "got there" just the same; for it is a certain fact that we are paying more to maintain their convict system than they are themselves.

Now, this is how they work it. Having caught their convict, and sentenced him for a term of months or years, they stock a gaol with him, to such number, I suppose, as the locality may need; but the two I have just inspected are holding twelve hundred and nineteen hundred men respectively. The convict is there provided with a plain but economical suit of uniform, and is then turned over to the gentleman who hires his labour.

The article then goes on to state that the "concessionaire" pays the prison authorities as high a sum as one shilling per day per man, but it often falls as low as threepence. It further says that prison-made goods are not sold in Germany, but are exported to England.

Now, we have no hesitation whatever in condemning any law which allows the prison rogue to compete with the labour of honest men. There is, however, a suspicion of sensationalism about our contemporary's article, and the following we know to be very much overdone—to put it mildly:—

While writing of the cabinet work let me mention another branch carried on in the severest form of solitary confinement at another gaol than the one I name above.

You have all seen the fancy cover on those pirate sewing-machines that sell themselves upon the Singer reputation? Of course you have; but have you ever wondered how all that mass of gaudy inlaid work could be produced for a machine that was sold complete at some such dreadful figure as fifty-seven and sixpence?

Well, they're "prison made." Made in any quantity by the prisoners in the largest gaol in Germany, and made in solitary confinement, as the sedentary occupation of fret-sawing is just the one that adapts itself to the confinement of a cell. I have not seen it done, because even my credentials would not admit me to that rigorous section of the gaol where every man is masked for the entire period of his sentence, where the chapel is so penned off that he can seen no living face except that of the clergyman before him, and where he never speaks to, or associates with a living soul except the warder of his landing, for there *is* such a section of the gaol where the incorrigible or irreclaimable criminals are confined. I have not seen these covers made, I say, but they were voluntarily shown to me as specimens of prison product, as also were writing-desks, work and glove boxes, and many other little cabinets that come natural to the modern fancy shop.

It is quite possible that a few machine covers may be made in prison; but, after visiting all the centres of the German sewing machine trade, we emphatically deny that the manufacturers look upon the prisons as in the slightest degree competitors. If the writer, then, desires it to be inferred that the covers on German machines are mostly of prison origin, we have no hesitation in telling him that he is utterly wrong.

We also take exception to the following paragraph on stocking knitting as being grossly exaggerated :—

Another line of competition that is convenient to the solitary cell is that of stocking knitting, but this I saw as it was being carried on—like the brush-making—in a part of the prison where solitary confinement is merely due to youth or probation. Each cell was provided with the same class of hand machine that is well known in England—but probably another theft—and the prisoner sat in solitude at the crank, producing by constant labour from nine to ten pairs of socks per day. And here you get a fair idea of the profit that the concessionaire worms out of his unwilling co-operators. This happy employer provides the wool and machine, and gets the labour on ten pairs of socks provided for the sum of *one shilling!*

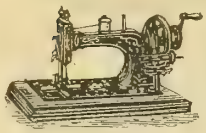
Now, how many English wives and widows have had to burn their precious candle, and work their fingers to the bone during weary, weary hours of night, in order to meet the competition that has come from this source alone? *Ten pairs of socks knitted for one shilling*—surely nothing but the contact with this gaol-bird system could have brought the human mind so low that it should wish to so crush a working woman; and that on an article which anyone of us could afford to pay a living wage for! Ten pairs of socks for a shilling! Would that some Hood could rise to give us another song of the heart-broken worker!

On the whole, we feel more inclined to congratulate our contemporary for its invention of an advertisement dodge, rather than as a faithful exponent of the cause of British inability to compete with the foreigner. Unfortunately the volume of our imports of German manufactured articles is too enormous to be seriously affected by the labour of a few hundred convicts. Let the *Hardwareman*, then, try again and tell us why it is that the German *manufacturer*, not the *prison concessionaire* who is too petty for serious consideration, has an advantage over the home manufacturer.

WANTS ADVERTISEMENTS!

See Page 26 for Several Important

Advertisements.



The Story of the Sewing Machine.

WITH REMINISCENCES, PERSONAL AND GENERAL.

By NEWTON WILSON.

CHAPTER XXIV.

A Boom in Sewing Machines.

Vulgar, slangy, and Yankeefied as the term heading this chapter undoubtedly is, it has nevertheless become Anglicised and naturalised, and is accepted as a graphic description of any abnormal outburst of success, financial or otherwise.

There was such an abnormal state of prosperity throughout the country at the period of which we are writing. It commenced with the close of the Franco-German War in the early part of 1871, and extended to the close of 1875.

During the whole of that period, or nearly the whole, our leading mineral products, coal and iron, realised most extraordinary prices. Miners' wages and workmen's wages everywhere went up. The former, where anything like thrift was observed, and where the surplus income was not squandered in the public-house, could live like gentlemen, and furnish their houses accordingly. The piano and the sewing machine became household words; and, more than that, they became items to be commonly found in the workmen's dwellings.

Some amusing illustrations of the direction in which luxury was enjoyed could be given. Here are two:—

A couple of miners entered a well-known confectioner's shop in the metropolis of coal; there was a large and handsome bridescake in the window. "How much a pun is that?" "Two and sixpence." "Well, give us two pun." "We cannot cut it," said the attendant. "Well, what's lot?" "Thirty shillings." "There's your money," as it was thrown on the counter and the cake tucked under his arm. "Oh, let me put it up for you." "Never mind, it 'ill do," and off they marched with it.

It was evening. Two men, miners, had just stepped into a carriage at the Central Station going north; directly after there stepped into the same carriage a regular masher. Not liking his environment, he called for the guard. "Just look at these men's tickets," said he. "All right," said the guard after inspection, "first class." A shrug of contempt and the train started. The masher struck a light and lit a cigar. Next station, "Guard," from one of the miners. "Yes," said he on arrival. "Is this a smoking carriage?" "No," said the official. "Then turn this man out," and he did, getting a wink from said miner. As the train started a big cigar was handed to the guard, and he saw the two miners light up two others. They were none of your 2d. or 3d., but 6d. or 9d. ones.

Newcastle was but one of the centres of the prosperity that extended over the face of the entire country. The revenue went up year by year, the taxes came down accordingly. The wondrous wand of that magician of finance, William Ewart Gladstone, made its potent influence felt everywhere. The income-tax went down to 3d., with a prospect of reaching zero. Strange that to-day, 20 years later, the spell of the Grand Old Man is still unbroken. May it long continue!

The influence of the national life, stimulated to an unparalleled degree, was strikingly seen in the sewing machine industry. Invention was busy, every manufacturer was busy, the little firms grew big, and the big firms grew bigger, and a period of advancement and progress was unbroken, save by repeated attempts on the part of some of the larger firms to secure a new basis of action, a new line of departure.

When the patents had expired, and by this I mean the great patents, in 1866, the use of trade marks had become a paramount necessity, and they were universally applied. Nobody interfered with them, nobody copied them, but they failed, they entirely failed, in affecting the reproductions of the expired patents. So it came to pass that the Thomas, the Wheeler & Wilson, and the Singer machines were extensively reproduced by those manufacturers who possessed the requisite plant.

These machines each presented a separate and distinct type, a form of construction, and an arrangement of mechanism which characterised each one separately, so marked that a glance, without any verbal description, would enable the spectator to give it a name. Nay, so marked that the touch without the aid of the eyesight would instantaneously furnish the nomenclature. What then was the name to be? Clearly the name which would furnish the descriptive idea, both as to form and internal arrangement. It necessarily followed that the name by which the invention had become known, and by which alone it had become known during the currency of the patent should, when that patent had expired, continue to be the name of the article manufactured, according to the terms of the expired patent.

But not unnaturally this question arises. Where, in the case of the article bearing the name of its first inventors, have not those inventors the right to the use of their name? Clearly that is indisputable, but when the question is further asked has he not an exclusive right to the use of that name? the answer is by no means equally clear. In some cases the name may have been given to it by the patentees themselves, in others it was given by the public to the article as a term of identity. Suppose John Smith invents a machine, and it is so specific and pronounced in its character as to receive the name of the "Smith" machine, and there were 20 other Smiths engaged in the trade, can the 20 be called upon to bow down to the one, and efface themselves so far as their name is concerned? Or, supposing there are no other Smiths at the time, but one comes into the market as the patent expires, is he to be excluded from the use of his own name in the manufacture and sale of his productions? Or, again, should the whole family of Smiths present and future, and it is not a small one, be allowed privileges or rights from which the Browns, Joneses, and Robinsons are absolutely excluded?

Here, then, is a fruitful field for disputation and litigation, and for 20 years past and more it has been time after time before the Courts. It is in its application that the difficulty is presented. Yet the law on this subject is tolerably clear.

The first principle is, that "a man shall not sell his goods as those of another," and the second is like unto it, "That he shall not by word or act, say or do that which shall have the effect of producing a misconception in the mind of the purchaser." He must, in fact, to use a technical legal term, earmark his goods. He must put distinguishing marks upon them, differing from those of the first user, and he is in duty bound in his circulars, prospectuses, catalogues, &c., to indicate convincingly and demonstratably that his machine, which he chooses to call a Smith machine, is not that of the original Smith who, or whose godfathers or godmothers, gave it that name. In various forms this question came before the Courts.

First it was raised in reference to the Howe machines. In an earlier chapter it was pointed out that Elias Howe was not the first manufacturer of the machines bearing the Howe name. He, Elias, had entered into arrangements with the American ring by which he was debarred from starting the manufacture himself, but was to receive the respectable royalty of three dollars a machine from all the rest.

His brother, Amasa B. Howe, who had brought the original machine over here, and sold it to Thomas, was manufacturing and doing an excellent business on his own account, many of the machines being exported to this country and employed in the boot and shoe trade. Mr. Nahum Salamon, who was in my service from 1858 to 1860, had effected an arrangement with Mr. A. B. Howe by which he should have the exclusive importation of these machines and exploit them under the title of the Howe Sewing Machine Company. But the time had now arrived when the expiration of the American patent liberated Elias Howe from the restrictions of the ring, and enabled him to carry into effect the greatest aspiration of his life, viz., to found a great sewing machine manufactory of his own. Having got this in successful

operation, he essayed to introduce it here under the same title as his brother, viz., The Howe Sewing Machine Company. Hence arose the first question of proprietary names. Clearly each Howe was entitled to use his own name, and the bigger of the two, though they were both big men, thought as the first inventor he had the biggest right to the name. The two brothers fought and fought as brothers can and do occasionally.

It came before the Courts in the form of an application for an injunction to restrain Elias Howe from using the appellation which had previously been appropriated by the younger brother or his representatives in this country.

The Court was not long in coming to a decision. It said in effect to Elias Howe, "You must distinguish yourself and your newer company from your brother and the older one," and with every possible reluctance he submitted to the excision of the word "Sewing" from his title, leaving it "The Howe Machine Company," which, through the successive changes that have occurred in the *personnel* composition of the company still retains that title.

It will be seen that this decision and the action thereon was in strict accordance with the principles laid down in the earlier part of this chapter.

It was not long before the greater absorbed the less, and A. B. Howe was swallowed up in the Elias Howe Company. And but a very short time further elapsed before the two Howes had passed for ever from the scenes of conflict. Elias Howe died three months after his brother Amasa. His memory was fittingly honoured by his countrymen. He had taken an active and patriotic part in the great Civil War. He had equipped a regiment at his own expense, of which he became colonel, and had gone down to the war himself, but had to resign his commission through a superabundance of obesity. Such a citizen, however, deserved and received public recognition, for at least it was claimed that he was one of America's most distinguished inventors, and the first, true, and original inventor of the sewing machine. A public statue was erected to his memory, and now adorns the Central Park, New York.

His property was left to his nephews, chiefly the two Stockwells. One of them came over to this country to establish a factory in Glasgow, and conducted the business here. The other remained to conduct that in America.

Then a big company was floated for the British business. Inflated in capital to an enormous extent by a fictitious value placed on patents of no value whatever, such as that of the twisted raiser or elevator of the presser foot, a thing which I had anticipated in a form of the Swan elliptic machine, and that for the skeleton cams, which were only introduced to be speedily abandoned. But weighted in this particular way, the company could not pay, and encumbered by speculations of the American Stockwell, it came to grief, and though attempts were made to resuscitate it, and something under the name still exists as a cycle manufacturer, as a great sewing machine company it has passed away; and the Howe name, with all its historic associations, has disappeared from our purview.

It is a melancholy reflection that nothing but the grossest financial and commercial mismanagement could have led to and produced this unfortunate result.

(To be continued).

ACID AS A LUBRICANT.

TO THE EDITOR OF THE "SEWING MACHINE GAZETTE."

Dear Sir,—About six months ago a party hired a Jones' Spool machine, and a few weeks ago it was reported out of order, and as our man could not put it right I went to see it myself and found it covered with rust. The woman said she had not used it for about three months, but had kept it oiled regularly according to the instructions. I asked to see the oil she was using, and she showed me a bottle of acid that her husband uses for soldering! The needle-bar, needle, top shaft, rotary hook, bobbin and case, and all wearing parts were eaten away with rust. It looked a complete wreck. This was a serious case of poisoning, so something had to be done quickly; so I administered an emetic of petroleum, and got a lot of the rust off, and then oiled it thoroughly with some good oil, and left it in good sewing order, but it works a little harder than formerly. I wonder if any of your readers have had a similar experience with a machine, this is the first I have come across in fifteen years.—Yours truly, Lichfield.

MESSRS. PARKIN'S NEW PREMISES.

No firm of sewing machine dealers probably are better known and respected than Messrs. Parkin & Sons, of Doncaster. They have been selling these articles in the northern town for upwards of 18 years, and in addition have done a large trade in cycles, mangles, and perambulators, not to mention pianos and the famous Bell and other organs. The founder of the business was Mr. Thomas Parkin, who, to the regret of a large circle, died suddenly, about 15 years ago, whilst in the act of removing a machine. Since then the sons, among whom Mr. T. E. Parkin is, perhaps, the best known, have continued the business, and with such success that they recently determined to extend their connection in a new direction. Of late years we have heard much of drapers going into the sewing machine trade, and most of them, unfortunately, use it to the disadvantage of the legitimate sewing machine dealer without benefiting themselves. It is, then, a change for the sewing machine dealer to take up the sale of drapery, but such is about to be done by Messrs. Parkin & Sons. We have not ourselves seen the new premises, and therefore are under obligations to the *Doncaster Gazette* for the following report:—

THE BAXTER-GATE IMPROVEMENTS.

Messrs. Parkin & Sons' Premises.

The first block of buildings to be completed and occupied in connection with the improvements which are now in progress in Baxtergate is that erected by Messrs. Parkin & Sons, drapers, furniture dealers, domestic machine and bicycle agents, standing at the commencement of the alterations at the Market Place end. For business purposes the premises were opened on Friday at one o'clock, but there is still a great deal to be done internally in the arrangement of the various departments and in the matter of fittings, which may not, judging from the present appearance of things, be completed for several days; but so far as the street is concerned—and that is the matter we have under consideration just now—they are complete enough, except that, when the adjoining premises belonging to Mr. Beetham and the Corporation have been rebuilt, there will have to be a corresponding setting-back of the footpath. Vestiges of the historic hostelry known as the Crown, which formerly occupied the site on which Messrs. Parkin & Sons' imposing building now stands, still remain in the vaults under the back premises utilised for various purposes, and the massive oaken door, which was hung at the end of the passage until the demolition of the old premises a few months ago, is still in the hands of the present proprietors awaiting convenient disposal, but otherwise the famous hotel known to the present generation by repute has been improved from the face of the earth. The ancient door may possibly find its way into the museum which will some day or other be established within the walls of the Mansion House. It is studded with huge bolts and bears upon its lintel the date 1604—carrying us back to the early years of the reign of James I. Through the ancient portal of which this door formed a part thousands of visitors must have passed, from generation to generation, in quest of the hospitality which the Crown Hotel was wont to provide. Under the arch General Rainsborough was assassinated for treason in the reign of Charles II., having first been dragged thither from the inn in which he had taken refuge. Messrs. Parkins' premises comprise basement, ground floor, and first and second floors, with house and shop accommodation. The basement, which has a concrete floor, is intended chiefly for the storage of heavy goods. At the back is the boiler-house from which the premises are heated, the hot water pipes running through nearly every room on the premises, in both living and business departments, with the exception of the top story of all. On the ground floor we have a spacious shop to the left hand for drapery, which extends backwards the full depth of the premises and beyond into what answered the purposes of a drawing-room in the old house. To the extreme right is a shop which will probably be devoted to domestic and other machinery, whilst the central will be the furnishing department. In the central shop is a massive brick pillar, for the support of the iron girders carrying the upper floors. The pillar is encased in wood, and serves the double purpose of a partition and screen for the descending and ascending staircases. Behind that portion of the shop referred to as the extreme right is the entrance to the house, which comprises, on the first floor, drawing-room in the front, overlooking the Market Place, and behind this the dining-room, kitchen, scullery, and laundry, there being a back entrance to the kitchen by a covered staircase leading from the yard. The kitchen, scullery, and laundry are separated from the main building by several feet, communication between the two portions of the premises being by means of a passage. Internally the division is barely distinguishable. In the two upper floors are six bedrooms, nursery, bathroom, and other conveniences. It may be mentioned, as a matter of some interest, that a piece of statuary marble forming the mantelpiece in one of the rooms of the old house, the reputed work of the grandfather of Mr. Frank Lockwood, Q.C., M.P., has been re-erected in the drawing-room. It is a little chipped in places, but is in a fair state of preservation. It is estimated that its original cost would be about £40. Over the other portion of the shops are capacious showrooms, workrooms, storerooms, offices, &c. The two principal showrooms, those for furniture and millinery respectively, are upon the first floor, and there is a back entrance for furniture from the yard, so as to avoid the carrying of the furniture through the shops on the ground floor. The rooms are lofty throughout, and well-arranged, though, probably, it would have been an improvement if the first floor had been a foot or two higher. Not that there is any apparent lack of height inside, but it would have given the windows a bolder and more imposing appearance. Mr. Herbert Athron is the architect for the work, and is to be congratulated upon his success.

RETAILING SEWING MACHINES.

PRIZE ESSAY NO. 15.*

It is an easy job to map out a plausible way to conduct a retail sewing machine business and figure out a small fortune on paper. But there is a wide difference between the mapping and figuring and the business with its profits, or maybe losses, at the end of the year. General travelling agents get big pay for doing business on paper, but the poor retailer faces a stern reality when he goes out and tries the trade after he has been filled and stuffed, till he would not exchange his place for the President's, by the travelling agent.

The reality of the business is in making sales and collecting the money, and to do this there can be no set rules, as no two customers can be approached in the same manner. The salesman must study his customer as the sale progresses, so he can be able to master the situation at any favourable moment, not at some future time. This is the only way that he can tell when the customer is ready to trade. And it is of the greatest importance to know at the earliest moment when the customer is ready, and equally important that the sale be closed then and there. He must not wait until another time; some men change their minds in a few minutes. Some customers have to be led out in a banter, that might be termed "give and take." In this way you can work up a sure thing, if you are master of your business, closing the trade by compromise; this with customers who have the cash. Then comes another kind of customer, for a lease, who does not care anything about the price. With this class the salesman's work is easy. Still another kind is found among the people who do not know how to trade. When you get a customer of this kind you will have to trade for him, or tell him how he can do it.

The lease business is by far the most profitable of any we can do if it is properly worked, but it is the worst unless it is worked right. Selling on lease is an easy job; it is the collection on leases where the iron work comes in. We get first payments when sales are made; but we never know how long customers have been in getting together the amount of those payments, nor how long it may be before they are able to make a second or third payment. But where lease customers have a reliable means of making payments, is, perhaps, the best opportunity of putting in fine work, for then we must educate them to feel the binding force of the lease, and their obligation to be prompt and regular in payments. In the face of all the leniency that has been allowed, and the slack habit that the general lease-payer has fallen into, this is a difficult task, and one that calls for the best of judgment and continued activity. In this work the selling and collecting are so much involved with each other in the result that we can only consider them together, as part of the one act, and the good salesman is a good collector, while the poor salesman is a poor collector.

No lease sale should be made until the purchaser's financial condition is ascertained and it is a reasonable certainty that payments can be made as agreed. Even then there are chances against the dealer, and he must still work.

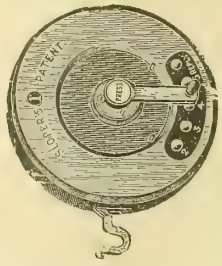
Many things can be said to salesman in the way of advice, but I do not know of anything of more importance than to urge work, hard work, constant work. Plans for conducting business must vary according to the conditions of territory. They must be made to accord with prevailing customs, with the productions and the needs of the section for which they are intended; but "work" is the same everywhere, and it seldom fails to bring success in any occupation. With fairly good judgment, and hard work, any man can make a living in the sewing machine business; but too many men try to make money out of the business without work. They fail, as might be expected.

Regarding prices: A fair price allows a man to work and to give time to make the purchaser satisfied. In most cases satisfaction to a purchaser is measured by the price paid. To prove this, find a man who paid $15 for a machine; when it gets out of order he trades it off. Let a man who paid $50 have the same trouble with his machine and he gets it fixed; you can't trade him out of it. It is only by getting good prices that the seller can afford to keep the machines up and retain the good-will of his customers.

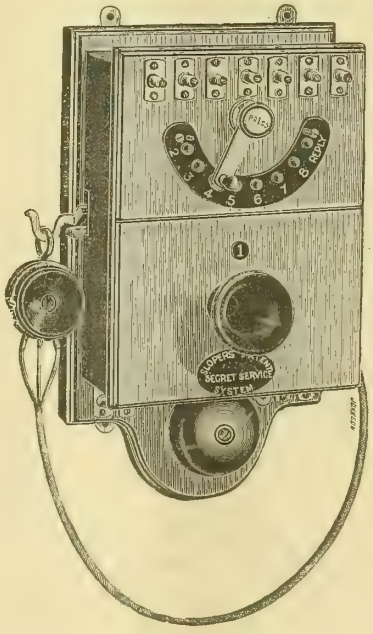
* In the New York *Sewing Machine Times*.

A NEW TELEPHONE INVENTION.

Mr. T. B. Sloper, of Messrs. Sloper & Frost, the well-known dealers in domestic machinery and furniture, Devizes, has introduced a new invention in connection with telephones which is being rapidly adopted throughout the country. This telephone is on the interchangeable system, and so arranged as to obviate the necessity of having a central "exchange." A distinct advantage appears to be the arrangement of the switch, for the in-



ventor, recognising the defect of a system which obliges the user to replace the switch in a certain position after telephonic communication—such being frequently forgotten or imperfectly done—makes his invention work automatically. By means of a special lever it is possible to obtain a secret circuit, an important innovation. There are also special arrangements which greatly facilitate the



use of the telephone, such as a simplified "call" and other improved details. The instruments are in three styles—Class A (see illustration), a cheap class, specially designed for use in private houses; Class B, with receiver and transmitter separate; and Class C, which we also illustrate, an instrument for extensive use and "secret" connections in offices and warehouses.

Anyone receiving a free copy of this issue is respectfully asked to take it as a courteous invitation to become a regular reader, either as a subscriber or by ordering the paper from his nearest newsagent, making use of the proper form provided on another page.

A HINT TO DEALERS.

Our esteemed New York contemporary, the *Sewing Machine News*, is publishing an excellent series of articles signed "Aunt Jemima." In its February number appears the following, which supplies a "tip" worthy of the attention of sewing machine dealers :—

Well, my prediction about "Shaky Sham" sellin' several more machines with covers for 'em come true, just as I was sure 'twould. You see this woman that bought the machine and he give her a maroon cover worked with orange, she ups and tells a couple o' her friends what a mine she'd struck, gettin' a cover made for her for nothing. It seems to be the passion of some women to tell of anything like that right away. In this case it was all right because it helped "Shaky," but it wasn't done for that. Oh, no. It was just to show how good a bargain she could drive with a sewin' machine man. I reckon if he'd told her not to tell, which he didn't, she'd have taken a whole afternoon to go round and tell all her acquaintances. Pity he hadn't done so. 'Twould helped him still more.

However, he's made two more, one seal brown with red letters onto it, and one a slate colour with light blue.

Tom Clark has made a few too, for customers that's seen 'em here in the store and in customers' houses, but he has struck onto something that I hadn't thought of, though it's awful handy and good. It's nothing more nor less than a fancy treadle mat. Now, you all know that nothing makes a machine look old any quicker than to have the japan worn off the treadle. Of course, you can touch it up with a little fresh black and a small brush, but it looks ever so much nicer not to be worn at all. No salesman sells every machine he puts out on trial, and if they've been used, as they're expected to be, the treadle won't look new after a week or two. I have seen pieces of carpet or drugget used for this purpose, and I guess you have too, but Tom's idea is way ahead of that. But wait and let me tell you how he does it. You musn't say it ain't my own idea and ignore it because a man thought it out, for men sometimes think of real practical things, —yes, and carry 'em out in good shape too. I asked Tom how the thought come to him and he said, "It was just this way, Aunt Jemima. One day I was sittin' here in the store, it was rainin' at the time and I couldn't go to see a customer of mine, or rather a woman I had hoped to make a customer, and was thinkin' that I'd have to bring the machine back here and touch up the treadle, because it was getting worn through and looked bad. Now, thought I, if that had had a piece of carpet or something of the kind on the treadle, it would look just as well as new. That sot me to thinkin' a lot more and I made a mat like this. It has saved several treadles, and I've made a few for customers who furnished me the goods for 'em, because they're so much nicer for a lady's foot, when she has slippers on, than the hard iron treadle."

And here is the way he went to work to make it. He took a piece of green felt or baize, cut just the size of the treadle, or even a little fuller, so's it would entirely cover it. Then he took another strip of the same goods, bright red, two and a half inches wide and long enough to go from the lower left hand corner to the upper right hand, where the pitman is. This he placed on top the green and marked his name on it in letters the full width of the strip, like this—**T. CLARK**. He got the letters from a poster. Then he took his knife and cut 'em out clean, right through both the red and green. You see by doin' this he had a place where each red letter would drop right down in, and fit as if it was wove there. The next thing was to supply a back, which was a piece of cotton duck, though any stout goods like drill or jean would answer. Onto this he fastened the green piece, spread it out smooth and stitched all around the openings for the letters, with green sewin' silk. He said he laid the red pieces in at the very first so's they would be sure and fit afterwards. This was really so's he could see if the green moved out of place and shape, though he didn't know just how to say it.

Well, after he'd stitched the green he stitched the red with silk to match, keeping close enough to the edges all the time so's they couldn't gap open, but had to lay down flat, and when it was done the whole thing did look as if it was all one piece. After that he stitched the whole mat all around and bound it with a strip of thin red flannel. Tapes fastened on at the corners enabled him to tie it in place on the treadle. The green letters that was cut out and not used he saved, inserted 'em into a piece of silver gray chinchilla cloth, and you don't know what a neat pretty mat they made of it. He calls it his "400," because it's too dainty to use common.

Mats like these are very pretty to have on your machines that stand in the store, and to which customers are invited to sit down and try how easy they run. Even ladies' shoes are not always clean or free from grit on the soles, and your treadles are easily marked and scratched if they ain't covered in some way. The covers are easy to clean, as a broom drawn over them will do the business when the room is bein' swept. They can be made in many varieties of colours and of cheaper material, if you choose, but there is nothing gained by using poor materials. The labour is just the same and the difference in cost is so little that it don't pay. The best is the cheapest.

But, if you want to make them in an easier way, though of course they ain't quite so nice, take any material you please for the mat, as long as it is thick enough to be a mat, and stitch on the letters, cut from calico of some contrastin' colour and havin' a small pattern. In large cities you can buy these letters all ready cut, of different sizes and styles, but you can cut 'em yourself if you've got as much gumption as a sewin' machine man ought to have.

For use in the show-room the words on 'em should not be salesmen's names, but either the company's initials, or the machine's name, or perhaps the words "try me," or "your servant," or most anything like that. Ornaments, not too fancy, can be put in the corners, and you'll find, after you have made a few, that it is not at all a difficult job, and you'll get to arrangin' the letters in curves and similar ways. Remember, when you are making anything pretty, that the laying out of the job at the first is really the most work, for the sewin' afterwards is no more, whether the letters is in a straight line or in a curve. But if you make curves, be sure and have 'em regular. Don't guess at it. Take something that has about the proper circle to it and mark from it, or do it with a piece of string and a pencil or crayon.

Besides being an ornament to the machine these mats have another mission, even outside the savin' to the treadle. They are restful to the operator. A person standin' up all day, or for several hours at a time, will get more tired if they have to stand on a bare board floor than if it is covered with carpet. It is very much the same with these mats. The foot rests on something soft and yieldin' and don't get as tired as it was right on the hard iron. It may be that there is some electric advantage about it too, but I don't know much about that, so can't say.

When I started on these "lessons" it was with the intention of givin' the salesmen ideas of how to make small articles that they could give to the customer to show what the machine could do, but it seems I have drifted away from my first object to some extent. Yet it has come sorter natural. Little by little, and one by one, different ideas have come up, and now we have drifted into making things that can almost be termed fancy, but still they're useful and will help educate the salesman who practices 'em. And they're ornaments to your show-room, which is another great point, and one that should never be forgotten for a miute.

PRESENTATION TO A BRADBURY MANAGERESS.

The *employes* of Messrs. Bradbury & Co., Limited, at their Carlisle depot, met at the Viaduct Hotel, Carlisle, on Thursday evening, the 22nd ult., for the purpose of presenting a beautiful silver tea and coffee service to their manageress, Miss Stewart, on the occasion of her retirement from the company's service to enter the married state. Mr. Robert Gate, in a neat, humorous speech, made the presentation; and Messrs. Sharp, Alderson, and McLinsh bore testimony in their respective speeches to the universal kindness shown to them by Miss Stewart for many years. Miss Stewart replied, and very feelingly thanked them, and said she could never forget the good feeling that had always existed between herself and the depot staff. In conclusion she urged them to persevere, and in encouraging words told them never to despair. At the close of her short address she was acclaimed with hearty good wishes for her prosperity and future welfare. Afterwards they all sat down to a substantial tea. Miss Stewart has been in the service of Messrs. Bradbury & Co., Limited, over ten years, entering their employ as an instructress.

THE GREATEST EXHIBITION OF SEWING MACHINES.

TO THE EDITOR OF THE "SEWING MACHINE GAZETTE."

SIR,—Since the issue of your last "Gazette" with my short article on the above topic, I have received a communication from the representatives of the Frister & Rossman Co., pointing out that I had done them an injustice in describing their exhibition before it was complete, and they have forwarded me for inspection some large photographs showing that the exhibition occupied the entire frontage to Holloway Road, but not that it extended on the eastward side. I described the exhibition as I saw it; nor was it my fault if the exhibition was then incomplete, for it was within the days specified; but I now crave your indulgence, as we say at school, "to correct errors and parse." Such as I saw it, I said the show was a brave one; such as I see it through the medium of the photograph, I say it was still braver, and therefore regret that I should have done them the slightest injustice, seeing by the photographs the show must have consisted of from five to six hundred machines. The rest of the 1,000 must be left to one of those legitimate stretches of imagination which are not altogether uncommon with commercial displays.—I am, yours obediently,

NEWTON WILSON.

27, Hilldrop Road, N., March 26th, 1894.

£100 FOR INFRINGING A PRAM PATENT.

An action to recover penalties under the Patents and Trades Marks Act, 1883, occupied a considerable portion of the time of Mr. Justice Day in the Civil Court at the Manchester Assizes on the 6th ult. The plaintiffs were Messrs. Campbell & Co., bassinette and perambulator manufacturers, of Manchester, and the defendants were Messrs. Grimshaw & Co., who carry on a similar business in Liverpool. In February, 1892, plaintiffs purchased the design of a combination mail cart and bassinette, and after proceeding to have it patented they made eight of the vehicles, which had a ready sale. It was the prettiest carriage in the market, said Mr. Bradbury, the plaintiffs' counsel, and the defendants sent a man to the shop of a Mrs. Harrington for the purpose of copying the design, and then made other carriages like it. Dr. Sparrow said the defendants denied entirely the story of the plaintiffs that a person had been sent to copy the design of the plaintiffs from a hostile dealer's shop. The defendants alleged that before the plaintiffs' design was registered at all they had made and sold a similar combination carriage and the plaintiffs had no right to register the design. There was nothing really new in it.—Mr. Bradbury called the attention of the jury to the fact that Johnson, a former workman of the defendants, had voluntarily left their employment because he would not make certain carriages, and he had been shouted at in the streets and assaulted because he was going to give evidence against them in the case, and had to seek the protection of the police. The judge said Liverpool was a place notorious for rowdyism in the streets. The jury found for the plaintiffs, damages £100, and an injunction to prevent the further infringement of the design of the plaintiffs was granted.

CONDITIONAL SALES IN THE STATES.

The Connecticut Supreme Court has handed down an important decision regarding conditional sales of property, which has a direct bearing on the large business throughout the State, in the selling of furniture, pianos, bicyles, sewing machines, &c., on the instalment plan.

This business has been done under some disadvantages to the dealers. A sold furniture, for illustration, to B, on the instalment plan, and B sold it to C before he had fully paid for it himself. Then if the dealer A, replevined the goods and secured them, C, the innocent purchaser, was the loser. It was to reach such cases as this that the last General Assembly passed a law for the protection of C and his like. This statute provides that when A sells to B on the instalment plan, with the condition that the title to the goods shall remain with A until they are fully paid for, such contract shall be in writing and recorded in the town clerk's office where the purchaser B resides. Then if C desires to purchase the goods, he can apply at the town clerk's office and satisfy himself whether they belong wholly to B, or whether the dealer A has a lien upon them. If there is no such record, the goods cannot be taken away from C by the original vendor, A, for the new law provides that conditional sales not recorded shall be held to be absolute sales, and the sale to B would be an absolute sale, and the dealer could look only to B for his goods or his money.

The instalment dealers objected to this new law not only on account of the trouble, but the expense of a dollar or more for recording each conditional sale in the office of the town clerk in the town where the purchaser resides. The Furniture Dealers' Protective Association decided to make a test case, and it was brought in Bridgport. Lee Brothers sold 100 dollars worth of furniture to a Mr. Skidmore on the instalment plan, and Skidmore, who owed for the goods, sold them to Crane, a second-hand dealer. Lee Brothers replevined the goods and sued Crane for damages. The case was tried in the Common Pleas Court, and went up to the Supreme Court for opinion as to the law.

The Supreme Court, in a unanimous opinion, advises the lower Court to render judgment for the dealers, Lee Brothers. The practical effect of this, if the case is properly reported, appears to be that sales on the instalment plan need not be recorded in order to continue the lien on the property by the seller until the property has been fully paid for. His lien remains good until the last penny was paid and he can then take the goods, under his contract of conditional sale, wherever he finds them.

JOTTINGS

Messrs. Bradbury & Co., Limited, have removed their Sheffield headquarters from 42, Broad Street, to 36, Penstone Street. The new premises are exceedingly handsome, and fitted both inside and out with the electric light. We hope Mr. D. Towler, the district manager, will find a considerable increase in business resulting from this necessary change.

* * *

We have just received from Messrs. Simmons & Co., of 3, Tanner Street, Bermondsey, S.E., a new illustrated list of children's carriages, &c., which, whilst by no means exhausting the great variety of styles which they stock, describes the principal. The list is concisely arranged, and neatly printed.

* * *

Mr. C. J. Webb, who for ten years was with Messrs. Bradbury & Co., Limited, and recently retired from the position of manager of their Bristol depot, has started business on his own account at Stokes Croft and Jamaica Street, Bristol, as a dealer in household machinery.

* * *

Mr. G. McKendrick, after being superintendent in the Kilmarnock district of the Singer Manufacturing Company for eight years, has opened premises at 47, Fullarton Street, Kilmarnock, as a dealer in wringing machines, perambulators, clocks, &c. We wish him every success in his new venture.

* * *

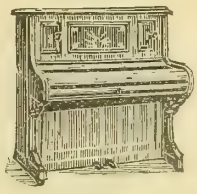
The Singer Manufacturing Company have removed their Manchester showroom from 107, Market Street, to 57, Piccadilly.

* * *

A change in the partnership of Cragoe & Brown, dealers in cycles and sewing machines, &c., Bridgend, has taken place. Mr. John Brown continues the business.

* * *

There seems to be a certain fatality about sewing machine promoters. Mr. Saul Isaacs, who was one of the chiefs of the "Moldacot" Company, has recently figured in the London *Gazette*, and now Satterthwaite & Co., who promoted the fitful Noble Sewing Machine Company, are in the list of bankrupts.



Section

Messrs. Hirsch & Co., Tabernacle Street, Finsbury, have recently been appointed sole agents for the well-known Packard organs.

* * *

A prettily decorated piano (G model) has just been put on the market by Messrs. Jarrett & Goudge, of Hackney. It contains repeater action, and stands 4 ft. 2 in. high.

* * *

Messrs. Broadwood White, & Co. will shortly bring out a new pianoforte, which, whilst embodying all the qualifications of a good instrument, will be cheaper in price than any they have previously produced.

* * *

A patent has been taken out by Mr. P. Duffy, of New York, for the construction of pianofortes without bridge pins. It is so constructed that the strings are secured over the bridge between the two bearing edges, so as to bring the strain of the strings on the bar in a vertical line.

* * *

Messrs. J. Wallis & Son, Limited, 133, Euston Road, have relinquished the agency for the Packard organs.

* * *

Messrs. Story & Clark, 62, Tabernacle Street, E.C., have lately brought out a new style of their pianos (No. 6), standing 4 ft. 7 in. high in handsome cases

MECHANICAL & TECHNICAL

HINTS ON REPAIRING AND ADJUSTING SEWING MACHINES.

Noisy Machines.

By R. E. Parer.*

While no sewing machine can be run without making some noise, there are a good many that make altogether too much. In a family machine it is most desirable that it should be eliminated as far as possible. This is particularly true of one that has been used for a number of years, and has become worn in many of its parts. A great many of these so-called rattle traps can, however, be redeemed to an extent, and when being repaired some of the noise can be taken out of them.

Of course, where you take a machine down, or to pieces, the first step is to clean all the parts. This done, you can then easily see what parts or pieces are worn and how much. Frequently machines are noisy, because certain bearings, shaft collars and the like, are not up as closely as they might be, and yet run free. A shaft in the head of a machine, no matter whether in the arm or under the bed, that is loose endwise—has end play as some term it—will cause a thumping noise. This can be stopped by setting the shaft collar up a little closer, or if the band-wheel acts as a collar or bearing that can be made to fit tighter by drawing up the nut a little on the outside. When there is no nut on the outside, or the band-wheel is not held on to the shaft by set screws, that admit of its being adjusted, as is the case on some modern machines, the repairer will have to resort to washers. These can be made of thin brass or German silver, either of which can be procured of a thickness (perhaps thinness would be a better word) of thin paper. Even one of these will sometimes be more than enough, and then the only way to do is to reduce the bearing somewhat, which can be done either with a milling cutter, when one is at hand, or by filing; but in the latter great care must be employed, or it will destroy the level. Don't use emery, particularly on cast iron, as particles of emery are apt to imbed themselves in the metal, and cause cutting afterwards.

Another noise maker is a loose shaft, by which I mean one that has become too small in diameter for the hole or bearing in which it turns or revolves. It may be that the shaft has worn smaller and again the hole in the casting may have grown larger. Or it may be both. But no matter which it is the task is to restore these parts so that they will be as near new as possible. If the shaft is still large enough so that it will not need any attention, bushing the hole will do the job. Iron or brass tubing makes excellent bushings. It need not be too thick, one-sixteenth of an inch being heavy enough for family work. Select a piece of pipe—brass is easiest worked—that has a hole to fit the shaft by enlarging the hole if too tight. Don't reduce the shaft under any considerations. Next ream the hole in the casting so as to receive the bushing, which must not be too long and flush on the outside. Drill a small hole at the side, tap it, and turn a screw into it that shall enter but not penetrate the bushing. This screw should fit tight, as it must not be set up so hard as to press on the tubing or it will bind the shaft. A small indentation in the bushing will keep it in place by allowing the screw to enter it without being pinched by it. Next drill your oil hole to match the one in the casting, and that job is done.

When the shaft is worn small, the work is just the opposite. Take a piece of the same tubing, only smaller, and turn down the shaft until it fits the hole in the tubing. Drive it on, and either solder it in place or pass a small pin through it. Then put it in the lathe and turn or file it down to fit the hole in the casting.

The objection to these proceedings may be raised by some repairers that all this takes too much time and too much labour. Of course it takes time and labour, too, but suppose you had to send a long distance for a new shaft, what would it cost you, and would it fit the old hole? In nine cases out of ten you would have almost as much work on it besides the expense of the new part, and then see the time lost getting it, possibly from the city, miles away. And how could you fix the one where the casting is worn? It would never do to get a new arm or bed, and unless the shaft runs in a bushing from the first you can get none ready made. You will have to make it yourself, and with the proper tools and a reasonably true lathe you can do it in a very short time, and get the job done.

The feed is another part that is very liable to be noisy. In some machines it is noisy from the beginning, and these we accept as they are, but many are comparatively quiet when not worn. Sometimes these feed mechanisms are guarded by little pieces of leather, and when they become worn down, or get hard, they permit of excessive movement, causing noise. When the feed parts themselves become worn, the simplest way is to replace them with new, when it can be done easily (and if the parts are in the market), but oftentimes a piece can be repaired to do good service again, and at less cost than new. Some feed mechanisms are composed of a great many pieces, jointed together by means of pins, rivets, or screws. Naturally they must work freely, but there should be as little noise as possible. Wear, no matter how little, causes noise, either clicking or rattling. A little hammering, and a very little at that, will often stop a riveted joint from rattling, and a pinned connection can be improved by making a new pin. When screws are employed in these joints they are generally of the kind having shoulders of a greater diameter than the threaded part of the screw. Shortening this shoulder just a little and closing the hole in the piece that engages it by hammering (when the material will allow it) will make a loose joint close. When these screws have cone-shaped heads and a lock or check nut on the screw, the manner of tightening need not be explained—it is self evident.

Connection levers, too, are great noise makers. And about every machine has one or more of them for transmitting motion to other parts. Shuttles are thus operated in many of the reciprocating machines and needle levers and bars are given perpendicular motion from a rotating shaft by means of eccentrics and their connecting levers. The cause of the noise is usually the same as the feed, or in fact most parts, wear of the parts. When it can be taken up by means of screws or pins it is quickly and easily accomplished. A slight turning of the screw will make a big change, and care should be used that the taking out of noise does not make the machine run hard. Remarks made in regard to the feed mechanisms will often apply to levers of other kinds, as their nature is similar, and so is their working, the difference being only in the purpose.

Shuttles in family machines should not be allowed excess of room in the carrier. Unless very heavy work, employing extra coarse thread, is done on them, the clearance usually allowed in new machines even can be reduced, thus reducing the size of the click of the shuttle as the thread passes over it, and as it comes in contact with the carrier at each movement, either forward or backward. There is bound to be a click, but it can be kept down to that, and not have it so great as to suggest a stone-crusher. So close up the horns on your shuttle carriers, leaving just enough clearance to give the thread room to pass without detention, and thus increasing the under tension in effect, and no more.

By giving the points enumerated in this article your close attention, you will find that much of the noise will disappear, or rather it won't be created. Yet not every job of repairing will justify the repairer in taking so much pains, but where it does it certainly constitutes a good job. There are still other noise producers connected with a family machine, but I will speak of them another time.

*In the New York *Sewing Machine News*.

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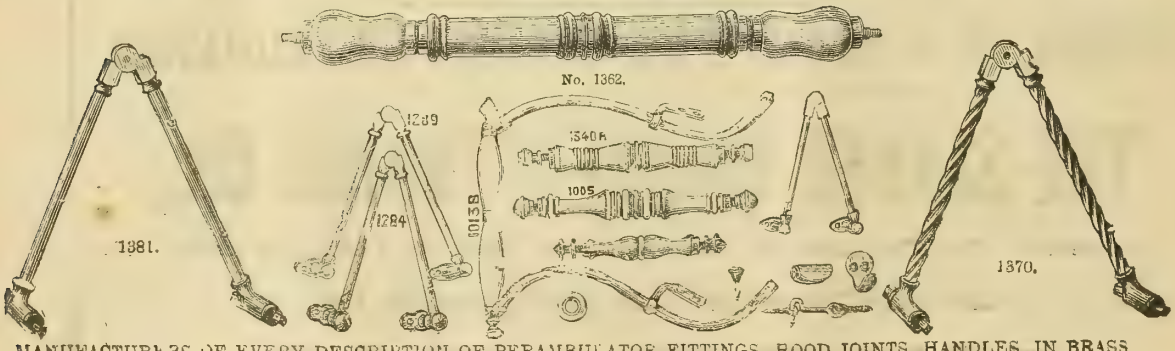
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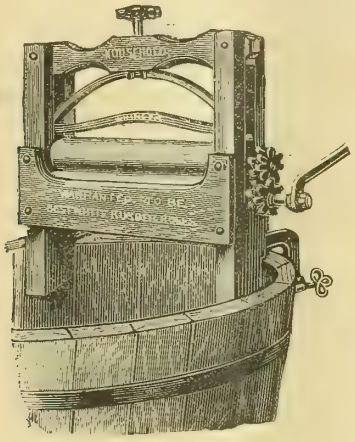
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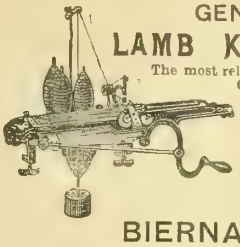
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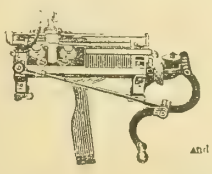
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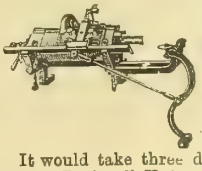
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The New

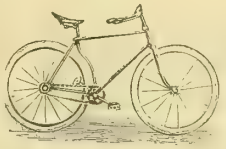
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is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

THE White Sewing Machine Company, 48, Holborn Viaduct, have just issued their '94 catalogue of their "Wincycle" safeties, from which we observe they are prepared to supply a really good safety at as low a figure as £14. The list is well illustrated, has a full specification appended to each class of "Wincycle," and, moreover, is agreeably perfumed. The White Company are open to appoint agents in districts where not at present represented.

* * *

A departure has been made by Messrs. Bradbury & Co., Limited, the well-known sewing machine makers, inasmuch as they have added a cycle building department to their works, and exhibit a neat little racing safety at their Newgate Street showrooms.

* * *

Mr. W. Henley, of Hackney, has just brought out a new tyre, in which the evils of puncturing are minimised by a number of flexible wire coils interposed between the air tube and the outer case.

* * *

Dover readers should bear in mind that Messrs. Hillsdon & Hillsdon have opened another depot for the sale of "Humber" machines, at 181, Snargate Street.

* * *

The wares of the Anti-Friction Ball Company can now be obtained from the newly-appointed London agents, Messrs. Taylor, Cooper, & Bednell, of Holborn Viaduct.

* * *

A new speed gear for safeties has lately been introduced by an American firm, Messrs. Robinson & Roby, of Colorado Springs. It works with a pinion and toothed wheels, so arranged as to double the speed of the cycle. Another advantage claimed is a triple interchanging gear.

* * *

The Minto Cycle Company, of Teesside, have changed their nomenclature, and will henceforth be known as the Masonic Cycle Company.

* * *

A combination tyre, consisting of a pneumatic and a solid tyre combined, separated by a metallic ring, has been designed by a Birmingham man.

* * *

The South-Western Manufacturing Company, 27, Malva Road, Wandsworth, S.W., have just put a new crank and bracket on the market, the speciality of which is in the novel mode of wedging the cotter, and securing same in its place, this being effected by a thumb-screw being brought to bear on the thick end of the cotter, and so, as the screw enters its channel, it forces the pin down, and this binds the crank into position.

* * *

Another new tyre is being put on the market by Mr. J. B. Fenby, of Sutton Coldfield, Warwick. It consists of a number of undulated springs inside a thick rubber case.

* * *

The Seddon Tyre Company have brought out two new tyres, one for racers and one for roadsters.

OUR TRADE DIRECTORY.

SEWING MACHINES AND ACCESSORIES.

Machines à Coudre.

Baer & Rempel, Bielefeld, the Phœnix.
Bradbury & Co., Ltd., Wellington Works, Oldham, and branches.
Bradbury, C., 249A, High Holborn, London, W.C., Grimme, Natalis, & Co.'s machines.
Branston Two-reel Sewing Machine Co., 59, Holborn Viaduct, E.C., the Branston Two-reel machine.
Bishop's Cluster Co., 147, Aldersgate Street, London, E.C., the Gloria machine and others.
Eclipse Machine Co., Oldham, Lancs., the Eclipse machine.
Jones Sewing Machine Co., Ltd., Guide Bridge, Jones' machines.
Kimball & Morton, Ltd., Bothwell Circus, Glasgow, the Lion machine and others.
Lohmann, C., Aldersgate Street, London, E.C., the Electra machine and others.
Murdoch, J. G. & Co., Ltd., 91, Farringdon Road, London, E.C., various machines.
National Sewing Machine Co., Fetter Lane, E.C., the National machine.
Patent Button Hole Machine Co., 4, Newgate Street, London, E.C.
Pfaff, G. M., 132, Wool Exchange, London, the Pfaff.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C., the high arm Naumann machines and others.
Singer Manufacturing Co., 39, Foster Lane, London, and branches.
Gordon & Gotch, 15, Bride Street, London, E.C., the Domestic.
Two-reel Sewing Machine Co., Lim., Albion Street, Birmingham, Daniel Jones' Patent Two-reel machine.
Varley & Wolfenden, Keighley, Yorks, the Cyclops machine.
Vertical Feed Co., 24, Aldersgate Street, London, E.C., the Vertical Feed Machine.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.
White Sewing Machine Co., 48, Holborn Viaduct, E.C., the White machine.
Wheeler & Wilson Co., 21, Queen Victoria Street, E.C., the Wheeler and Wilson machine.
Webster, H., 442 & 444, Harrow Road, London, W., the New Home machine.
Zschwinzscher, G., 102, Fenchurch Street, E.C., Biesolt & Locke's machines.

MUSICAL INSTRUMENTS.

Bell, W. and Co., 95, New Bond Street, London, W.
Grover and Wood, 62, Glengall Road, London, S.E.
Lohmann, C., address given above.
Murdoch, J. G. and Co., Ltd. (automatic, etc.), do.
Peters and Co., do. 84, Oxford Street, London, W.
Whight, G. and Co., Regent Street.

KNITTING MACHINES.

Machines a Tricoter.

Biernatzki and Co., 44, Mansfield Road, Nottingham.
Eclipse Machine Co., Oldham.
Harrison Knitting Machine Co., Manchester.
Rothwell & Co., Lim., Bolton.
Stibbe, G., 25, Jamaica Street, Glasgow.

BEDSTEADS.

Atlas Bedstead Co., Bilston, Staffs.

WASHING AND WRINGING MACHINES.

Machines a Laver.

Acme Machine Co., Henrietta Street, Glasgow, rubber wringers.
American Wringer Co., 122, Southwark Street, London, S.E., rubber wringers.
Cherry Tree Machine Co., Cherry Tree, Lancs., washers and mangles.
Kimball & Morton, Bothwell Circus, Glasgow, rubber wringers.
Taylor & Wilson, Atlas Works, Accrington.

BICYCLES.

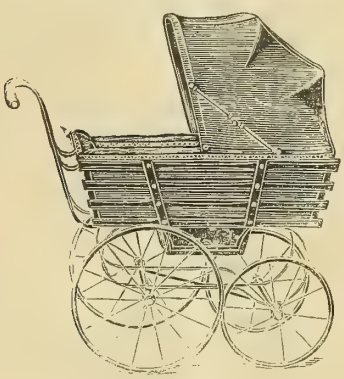
Eclipse Machine Co., Oldham.
Oxford Cycle Co., Oxford.
St. George's Cycle Co., Upper Street, London, N.
Roberts, H. S., Deanshanger, Stony Stratford, Bucks.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.

JAMES LLOYD & CO.,

London Representative:

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No. 29.



No. 36.



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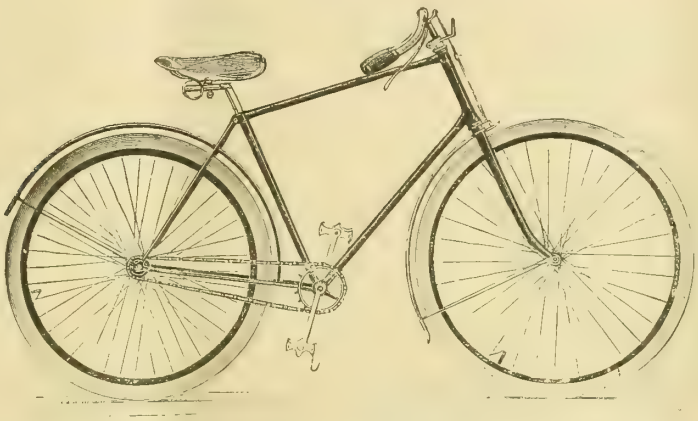
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LONDON. N.

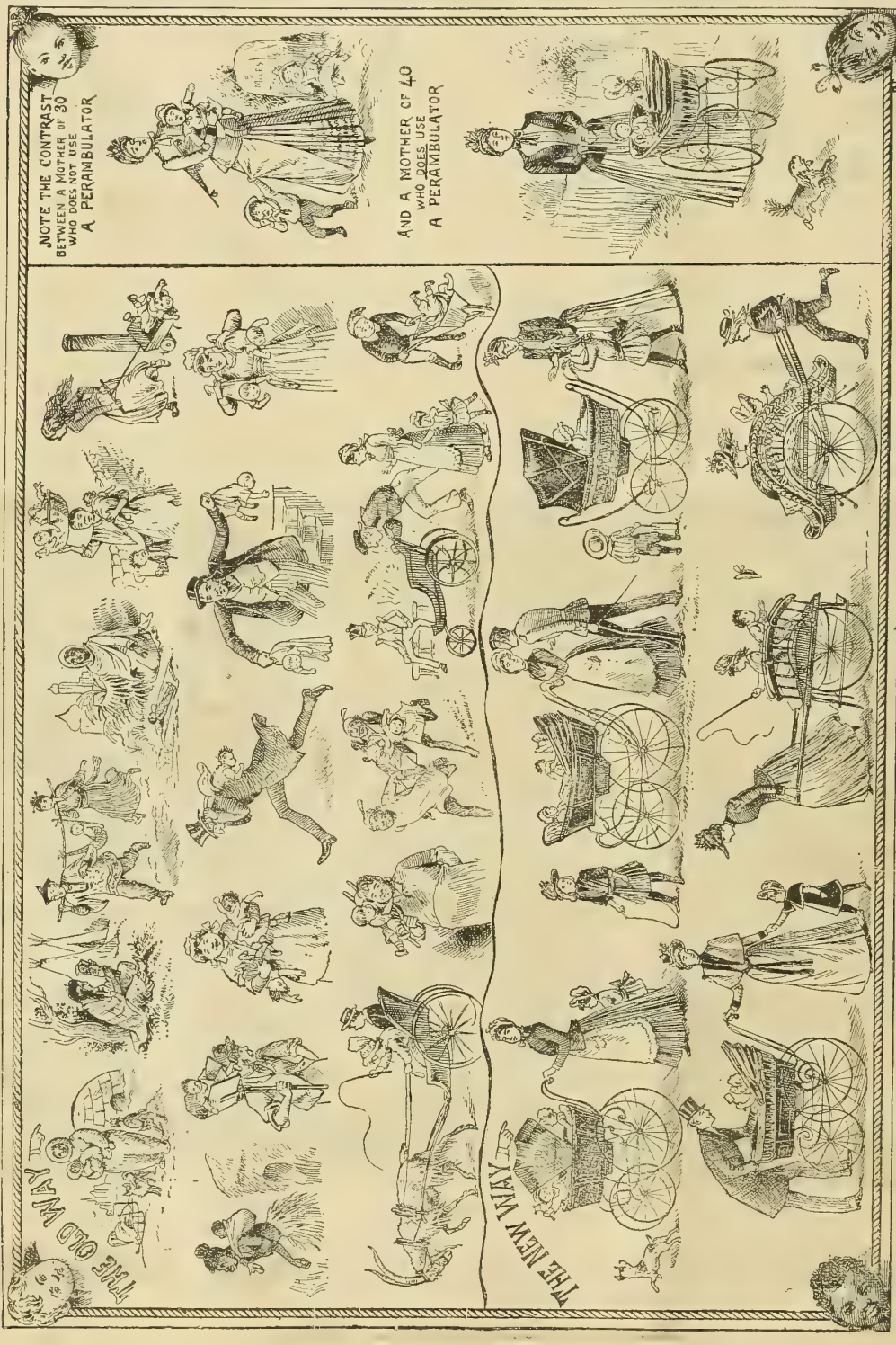
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Failures and Arrangements.

JOSHUA HEALE, Furniture Dealer, &c., Torquay.

A meeting of creditors has taken place in the above. The liabilities are stated at £834, and the assets, consisting of book debts, were estimated at £495, but £100 only was really tendered for same, and this was accepted. Among the creditors are: North London Engineering Company, £11 6s. 6d., Humphrey, Keates, & Co., £19 9s. 3d.

JOHN WOOSTER, Cycle Manufacturer and Dealer in Domestic Machinery, late of Victoria Road, Peckham.

A Receiving Order has been made in the above, whose present address it is stated is unknown.

S. CARTER & CO., Domestic Machinery Dealers, Southend.

A Receiving Order was granted in the above on March 17th. The examination is fixed for May 2nd.

McPHERSON, McCORMICK & CO., cycle and perambulator dealers, 8, York Street, Belfast.

A deed of arrangement has been filed in the above, liabilities £1,005 6s. 5d., assets, £560 10s. A composition of 9s. in the pound is being accepted, payable in three instalments.

RICHARD COOPER, JUN., ironmonger, Goole.

A receiving order has been issued in the above. Among the creditors are W. Summerscales & Sons, Limited, for £28 5s. 3d.

THE CENTRAL FURNISHING COMPANY, 139, Manchester Road, Oldham.

A deed of arrangement has been filed in the above, the liabilities being stated at £806, and the assets at £230. A composition of 7s. 6d. in the pound has been accepted. The older Summerscales are creditors for £29 16s.

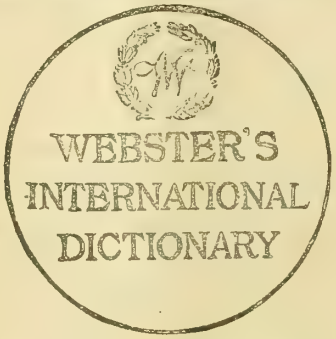
CHARLES F. OWEN, bassinette manufacturer, 49, Shudehill, Manchester, also of Didsbury.

A deed of arrangement was registered in the above on February 27th. Liabilities, £652 4s. 8d., assets, £36 15s. 6d. Among the trade creditors are: G. H. Hughes, £39; Payne & Sons, £55.

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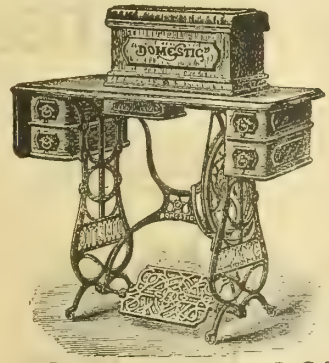
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It is the lightest-running machine, hence produces less fatigue in operating, and on that account is especially recommended by the medical faculty.

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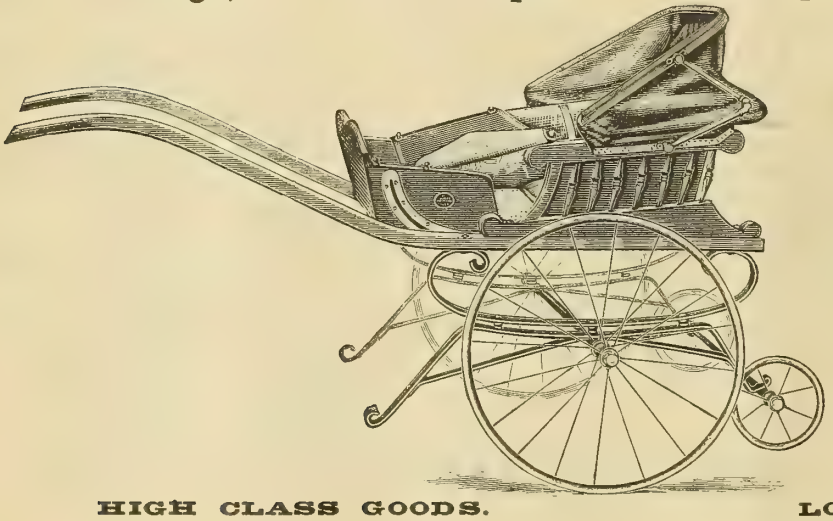
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Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

3,001. J. S. Crockart, for improvements in adjustable baby chairs.

3,159. T. Billson and W. H. Partridge, for improvements in and relating to knitting machines.

3,208. C. E. Cowtan, for improvements in springs and under carriages for perambulators.

3,162. A. Latto and D. J. Macdonald, for improvements in overhead sewing machines.

3,528. R. Appel, for improvements in sewing machines.

3,536. H. T. Ixworth, for an improved perambulator.

3,651. R. Haddan, a communication from the Scott Shoe Machinery Company, of United States, for improvements in or relating to take-up mechanism for sewing machines.

3,852. H. K. Bridger, for improvements connected with sewing machines.

4,052. G. H. Millward, for improvements in or applicable to knitting machines.

4,149. R. Haddan, a communication from the Scott Shoe Machinery Company, for improvements in sewing machines.

4,184. G. A. Judson, for improvements in and relating to sewing machines for fringing fabrics.

4,345. V. White, for improvements in or connected with loop retaining and spreading mechanism for sewing machines.

4,438. J. Graham, for improvements in lock-stitch sewing machines.

4,475. D. Jones, for improvements in or relating to sewing machines.

4,568. W. J. James, for improvements in circular knitting machines.

4,666. E. D. Currall and T. Harris, for improvements in mail-carts, bassinette carriages, and the like.

4,778. G. H. Milward, for improvements in knitting machines.

Abstracts and Specifications Published.

(Price 8d. each.)

4,536. *Sewing Machines.* D. Richards, London. Dated March 2nd, 1893.

This invention has for object to supply a greater quantity of thread to the spool or lock-stitch mechanism than can be wound upon the ordinary bobbin, and consists in providing means whereby a second reel of cotton is made use of for the supply of the underneath thread or cotton; or, alternately, a bobbin may be employed capable of holding a sufficiency of thread.

4,603. *Embroidering Machines.* E. & R. Cornely, 87, Faubourg St. Denis, Paris. Dated March 2nd, 1893.

This machine works with a hooked needle in such a way that the chain-stitch is obtained on the underside of the material, the seam of the stitching being consequently upon the upper side, which permits the production of certain new kinds of work, particularly such as braiding work, in which it is desirable that the stitching should appear upon the braid, and that the stitch chain should be produced on the underside of the material, so as not to injure the appearance of the braiding work. The machine is constructed so that the needle-hook operates in an upward direction from underneath the needle-plate, whilst the oscillating thread carrier or looper is operated above the needle-plate, where it winds its thread around the hook for the production of the chain-stitch, and that the stitch-producing organs can be directed by a crank handle in conformity with the universal feed of the machine.

6,150. *Sewing Machines.* A. Avrial, 16, Rue Drout, Paris. Dated March 22nd, 1893.

This invention chiefly consists in the combination with the ordinary mechanism for effecting the sewing operation of apparatus, or means for imparting and transmitting motion, whereby the driving shaft is actuated by means of a rock or toothed bar, worked in the one direction by hand or foot, and moved in the other direction by the expansion of a spring, which is compressed by the previous part of the motion of the rack.

11,534. *Sewing Machines.* A. Siebert, of Darmstadt, Germany. Dated June 12th, 1893.

This invention relates to improvements in the chain-stitch forming mechanism used in the convertible lock-stitch sewing machine, forming the subject matter of Letters Patent, No. 850, of 1891.

The present improvements consist chiefly in providing the looper hook with a recess in the underside, terminated by a shoulder in combination, with means for making the looper pause at the middle of its movement, whilst the loop is drawn taut about it so as to prevent the loop slipping over the hook.

15,674. *Perambulators, Go-carts, Bassinettes, &c.* T. Taylor and H. Gear, of Birmingham. Dated August 18th, 1893.

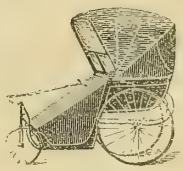
The bodies of the vehicles are composed of a framework, the junctions of which are formed and pivoted together as a parallelogram, that is to say, the seat, the bottom, and the back are so pivoted to the frame or sides that the general configuration may be immediately altered from a sitting posture to a reclining one without removal of the person from the vehicle.

15,948. *Bassinettes, Perambulators, and Mail-carts.* M. T. Sharp, 37, Laneford Road, Kentish Town. Dated August 23rd, 1893.

The chief part of this invention consists in having one end of the carriage hinged, so that it may be used as a footboard, the said end having a movable pointed back-board adopted either to lie against the hinged back or so arranged that one part thereof forms a seat and the other a back.

17,155. *Two-reel Sewing Machines.* J. Holroyd, C. B. Hunt, R. J. Johns, and The New Branston Two-reel Sewing Machine Company, Limited, 59, Holborn Viaduct, London. Dated September 12th, 1893.

Consists in a certain construction of fittings of two-reel sewing machines and arrangements of parts and their operation for (1) governing the motion of the looper for carrying the needle thread around the lower reel and its holder; (2) enabling the lower reel and its appliances to be lifted or suspended for the thread to pass forwardly and under, and then to be released for the "take up" to act for drawing in the slack thread; (3) enabling the lower reel and its holder to be swung or canted from its working position for the insertion of a fresh reel; (4) enabling the reel-carrying pillar to be swung clear of the holder to facilitate the removal and insertion of reels.



COWTAN BROS., Invalid Chair and Perambulator Smiths and Spring Makers, 84 and 86, Aldenham Street, Somers Town, London, solicit the favour of your inquiry for any description of Iron and Steel Work for Bath Chairs, Bassinettes, and Mail Cars. The newest designs and best workmanship at low prices for cash.

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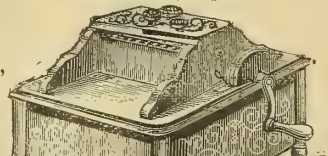
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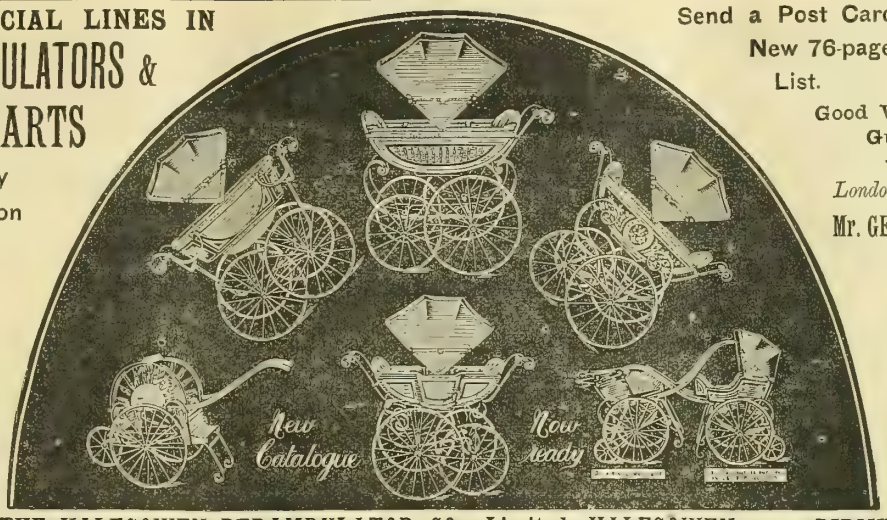
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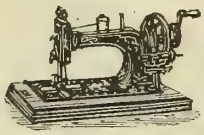
Editorial Notes.

The "Cutting Draper" Again.

As will be seen on another page, the American sewing machine trade is much concerned at the present moment on the "cheap machine" question. But not only is it in America that the "cheap machine" exercises the mind of the trade; in this country also it has been the cause of very keen feeling for some considerable time, due to the fact that the "cutting draper" is more and more using sewing machines as an advertisement line. Were his competition legitimate there would be no cause of complaint, but the draper does not deal with sewing machines as he does his own special merchandise. It is clear to the least observant that the draper who includes sewing machines amongst his retail stock marked at a ridiculously meagre profit, has some ulterior motive in so doing. What is that motive? The answer is patent. It is part of the policy of the draper to use the cheap sewing machine, conspicuously placed, as a bait to attract customers to his counters on the likely chance that they will buy other of his wares on which he reaps a rich harvest of profit. Similar practices have long been in vogue as regards certain lines in dry goods, and the unsophisticated and uninitated oft-times wonder at the marvellous cheapness of certain classes of drapery. And, of a truth, they are cheap, often being sold at cost price, or even under; but it is merely a piece of seductive scheming in order that customers may be drawn to the establishment, and that, in addition to these cheap lines, they may buy goods on which a compensating profit is placed. So it is with the cheap machine, and this, we aver, is the only reason for the draper selling the same.

Nor is this the only objectionable feature in the transactions of the so-called "cutting draper," for he is ever treading on the corns of other standard trades, such as the furniture, piano, toy, shoe, &c., and selling their special commodities at rates far too low to enable the regular dealers in these goods to make a living.

Really, by such methods the draper is in a fair way to make himself universally detested by other traders; and justly so, for it is manifestly unfair that he should undersell other traders in order to acquire an inordinate profit on the wares of his own particular trade. Unless a change soon takes place we shall strongly urge sewing machine dealers to make common cause with the other aggrieved traders and to start reprisals. The draper's most vulnerable point is seasonable and fancy goods, upon which his profits range from 25 to 100 per cent. Now if these were treated by the various traders the draper is trying to crush in the same way as he treats their particular goods, viz., use them as cutting lines merely for advertisement, Mr. Draper would soon find that he cannot really afford to play "ducks and drakes" with other traders' wares.



Section

The Story of the Sewing Machine.

WITH REMINISCENCES, PERSONAL AND GENERAL.

By NEWTON WILSON.

CHAPTER XXV.

ARE TRADE NAMES TRADE MARKS?
"WHEELER & WILSON."

The problem partially propounded in the last chapter is by no means so facile of solution as might at the first glance have been imagined. The answer might be monosyllabic both in the positive and the negative sense. In both it is modified by various considerations. In the first, or positive sense, it is qualified most materially in its limits of application.

Suppose the article is a Collard & Collard, the term carries but one idea, viz., that of an instrument of music manufactured by that well-known firm. And it conveys to the mind no idea of form or construction. Suppose it, instead, to be a "Jones" or a "Bradbury"; here again the idea conveyed to the mind is one of manufacture only, and not of any particular form or construction. In none of these cases could the names be registered as a trade mark. Supposing, however, it is a Martini-Henry rifle. The idea conveyed is that of a rifle combining the lock of one inventor and the barrel of another, that has been the subject of certain combined patents, during the currency of which the monopoly of such manufacture was restricted to the owners of the invention. Under that name it was supplied and furnished to our own Government. When the patent had expired by the effluxion of time, it fell into the public domain; any one could use it, but the name which it had received during the currency of the patent continued after its expiration to be inseparably associated therewith. It was the name of the article then, and there was no other name by which it was recognised or could possibly be described.

Now, how do these facts apply to the case of the sewing machine? In this way, that wherever the name of the original inventor or patentee had, during the existence of the patent been used and applied, no matter by whom, whether the patentee or the public at large, to a particular style of machine, the name of that patentee, and the machine combined, became with the patent the property of the public.

A patent is granted on certain fixed conditions. The first is that it is limited in duration. The second is that it shall be so fully described in every detail that any competent workman should be enabled to use it and apply its advantages on the termination of the inventor's rights. And the first and most important of these advantages was that of using the name as it had already been recognised by the public. Were it otherwise, the inventor would be presented with a perpetual patent, which would constitute a direct contraversion of English law. Following out this view the sewing machine industry of this country may be divided into two classes. The first consists of those who had made one, or perhaps two, particular forms of machine, adding special arrangements of construction well marked and defined. These comprise the "Thomas," the "Wheeler & Wilson," the "Grover & Baker," the "Singer," the "Howe," and the "Willcox & Gibbs." The second comprises all those who manufactured a number of different varieties, not one of which carried the maker's name, or could carry it, as a descriptive term. Amongst these may be mentioned the firm represented by the name of the writer, "Jones & Co., Limited," "Bradbury & Co., Limited," "Sellars," "Kimball & Morton," and in fact all the rest.

What supervened was this state of things. One class of manufacturers was arrayed against another, the Home against the Foreign, the English *versus* the American. The patents of the latter having fallen through, they were eagerly appropriated by the former. Imitation is said to be the sincerest flattery, and imitations there were *ad infinitum.*

According to an uncertain poet :—

Big fleas have little fleas upon their backs to bite 'um,
Little fleas have less, and so *ad infinitum*.

The imitations were, perhaps, as welcome in the one case as in the other. They were stigmatised as bogus, spurious, &c. They were, however, distinct and legitimate reproductions, and to those productions by English houses the original firms were indebted for many of those improvements which they did not hesitate in their turn to incorporate. Still, these improved machines or reproductions were sold under their original names. Generally to distinguish them, the local manufacturers added the word principle, while the Continental appended the word system.

But, as might be expected, the use of the names even when thus qualified was galling to the original patentees, and efforts were speedily made and suits instituted with the view of checking or stopping the use of the objectionable terms.

The Wheeler & Wilson Company were the first to move in this direction. They had for a considerable period representing them as their agent in Birmingham Mr. Thomas Shakespear. The connection was severed soon after the expiration of the patent, and Mr. Shakespear introduced and sold his machines—which, I believe, were "made in Germany"—as Wheeler and Wilson machines.

The matter came before the Courts in the early part of November, 1869, the hearing was before Vice-Chancellor James, and the case lasted two days. The following is the report as it appeared in the *Birmingham Daily Post*, Saturday, November 12th :—

"The case of the Wheeler & Wilson Manufacturing Company *v.* Thomas Shakespear was heard by Vice-Chancellor James at Lincoln's Inn on Tuesday.

"This was a bill praying the Court to grant an injunction to restrain the defendant, of No. 32, Union Street, Birmingham, from representing himself as the agent of the American Wheeler & Wilson sewing machine, or from using the name of Wheeler & Wilson in any way ; and praying further that damages might be given to the plaintiffs for loss of profit and injury from the infringement of title up to the present time.

"The facts of the case are shortly these :—In the year 1860, the defendant became agent for the sale in Birmingham of the Wheeler & Wilson Manufacturing Company's sewing machines, and he continued to act in that capacity until December, 1867, when it came to the knowledge of Mr. Holmes, the plaintiffs' agent in Liverpool, that the defendant was making and selling machines called the 'Royal Sewing Machine,' contrary to the terms of his appointment as the plaintiffs' agent. A correspondence ensued, and in January, 1868, defendant undertook to desist from the sale of the machines mentioned, on condition of his being appointed plaintiffs' sole agent in Birmingham, the county of Warwick, and town of Wolverhampton. Plaintiffs accepted these terms, but soon after found that defendant was continuing to sell the 'Royal' machines, and to carry on his business as 'Thomas Shakespear & Co.,' though he had no partner.

"This being so, the plaintiffs put an end to the engagement with the defendant, and opened a shop on their own account in the Exchange Buildings, notifying to the public that they had 'no agency or other place of sale in Birmingham.'

"Notwithstanding this state of things, defendant inserted an advertisement in the *Birmingham Daily Post* on the 6th of January, 1869, stating among other things that 'the original Wheeler & Wilson sewing machine depot is at T. Shakespear & Co.'s, 32, Union Street, Birmingham.' The advertisement concluded with : 'Caution—Reduction in Wheeler & Wilson's machines,' and saying, 'We beg to state that we are agents for W. & W.'s machines in just as great a degree as we have been for the past eight years, the only difference being that by obtaining our machines direct we are enabled to offer the American-made Wheeler & Wilson machines from this date at reduced prices.'

"The bill was filed by the plaintiffs to restrain the defendant, Thomas Shakespear, of 32, Union Street, Birmingham, from advertising his place of business as the Wheeler & Wilson Sewing Machine Depot, or as a place of business of Wheeler & Wilson, or in any manner representing himself as the agent of the plaintiffs, or in any manner using the *name* of the Wheeler & Wilson as descriptive of any sewing machine other than and except sewing machines manufactured by the plaintiffs, and from permitting the names of Wheeler & Wilson to remain over or on any part of his shop, or doing any act whereby the public might be led to believe the defendant had any connection in business with the plaintiffs.

"The Vice-Chancellor delivered judgment. He said : 'The plaintiffs could not maintain that part of the prayer of the bill which asked that the name "Wheeler & Wilson Sewing Machine" should be discontinued. That was a name given to the principle or make of that kind of machine, and the patent bought by the plaintiffs' company *having lapsed*, he could not compel the discontinuance of the name by anyone ; therefore the defendant had a right to use the name Wheeler & Wilson Sewing Machine.

"'But, with regard to the agency advertised by the defendant, he considered that a gross fraud upon the plaintiffs, whose injury from the unwarrantable use of their name in making perhaps an inferior article could not be too much deprecated. The defendant was the agent of the Wheeler & Wilson Company, and they thought proper to deprive him of that, but he still continued to advertise himself as the sole agent and give a warranty for the sewing machines sold. He was clearly not entitled to do any such thing. The plaintiffs had made out a case of fraudulent representation on the part of defendant calculated to do the company injury' ; and therefore his Honour proposed to give the following injunction in effect :—'The defendant must not advertise his place of business, 32, Union Street, Birmingham, as the original Wheeler & Wilson Sewing Machine Depot, or as the Wheeler & Wilson Depot, established 1860, or himself or his firm as the agents of the plaintiffs in any way. The defendant might, however, continue the name of Wheeler & Wilson as applying to that particular kind of machine ; defendant to pay all costs of the suit.'"

It will be seen that the trial thus recorded involved more than the question of a trade name as distinguished from a trade mark. It involved the *bona-fides* of the defendant, and these were unquestionably seriously challenged, and probably it will be said that he was properly mulcted in the entire costs. But the authoritative judgment of Vice-Chancellor James as to the generic application of the name remained. The Wheeler & Wilson Company did not challenge it, and from that time till now that judgment has been constantly quoted in trade mark cases.

The adverse decision thus pronounced by the Courts was fatal to the Wheeler & Wilson Company's further use of their own name exclusively, and the name became public property.

It is to the honour of the distinguished firm whom we have just named that they have never descended to anything unworthy in their efforts to maintain what they deemed to be their legitimate rights. Yet even the proverbial worm will turn, and the Wheeler & Wilson Company were goaded into taking other action a few years later.

It was on this wise :—A certain James Moore Clements had a place of business in New Street, Birmingham, but a few doors from premises in the same street occupied by the Wheeler & Wilson Company. He was importing the "Wheeler & Wilson" machine from Germany, and on the silver bed-plate of each machine had engraved the legend "Wheeler & Wilson" machine. He had done another thing : he had placed their name without his own on the facia above his window. This was more than flesh and blood could or ought to bear. He was threatened with proceedings, but took no notice. The proceedings were commenced, and then Mr. Clements applied to me for advice. I may mention that for some time before this a suit of a much more important character had been pending between the Singer Manufacturing Company and myself, a suit in which the use of the name Singer was being contested. Mr. Clements, as I have said, came to me at the Queen's Hotel, Birmingham. I told him he was wrong, both legally and morally, and told him where the proper course lay. "Take the name off your plates," I said ; "take the name down from your facia, and when you have done that you can ask the consideration of the company in paying the costs incurred

up to date." After some argument, he turned to me, "Mr. Wilson, you are right; I will do what you have recommended."

A fortnight later I was again in Birmingham, and as I approached the door I went into the middle of the street to see what changes had been made. Nothing had been done! He was standing in the shop, and, seeing me, came to speak. "So you have not removed the sign?" I said. "No," said he, "I was advised by friends that it would be an act of weakness." "Very well," I said, "you will find your weakness elsewhere. I have nothing more to say to you, good morning."

The hearing came on at the Guildhall, before the Lord Chief Justice. For the company there appeared Mr. Hardinge Giffard (now Lord Halsbury) and Mr. Aston. I went out of curiosity, but as I left the Court the first day Mr. Clements handed me a subpœna. The trial was adjourned from Saturday to Monday, and meantime I had to take a hasty journey to Paris. I re-appeared in Court on Tuesday morning, but by this time the examination of witnesses for the defence had been completed. Had I been a day earlier I must have appeared in the witness-box, and the severe terms in which the judge characterised the conduct of the defendant would have been severer still had the Court heard the statement I should have made. Verdict for the plaintiffs, damages £200 with costs. Not often has a man been less deserving of commiseration.

(To be continued.)

THE SEWING MACHINE TRUST.

Our readers will remember that a year ago the air was full of rumours of a gigantic confederation of the American sewing machine trade. These rumours have lately been revived, but there appears to be no truth in same judging from the following note and correspondence which appears in the last issue of the *Sewing Machine Times* of New York:—

Unauthorised and misleading statements that gained currency last summer, when there was a movement to consolidate some of the sewing machine companies, led many machine dealers and their *employes* to expect great changes in the conditions of their trade. The errors and exaggerations in those reports caused much uneasiness, and seriously disturbed the course of business before the facts became known.

Rumours are again circulating of some such combination. To set the matter at rest, and prevent a repetition of the injury that resulted from the first instance, we assure the trade that there is no movement under way, or contemplated, that can have any effect on the existing relations between the companies and their agents and dealers. There is not the least occasion for a cessation or change of business movements and efforts. The companies who have thought proper to express their views below produce by far the greater portion of the sewing machines of the world, and their plain and emphatic statements should set all rumours at rest:—

The Singer Manufacturing Co.,
General Management,
149, Broadway, New York, March 28th, 1894.

The *Sewing Machine Times*:

Gentlemen,—We beg to acknowledge the receipt of your favour of the 27th inst., contents of which we have noted, and in response to same we need only say that we do not know of any movement on foot looking to the formation of a trust. We certainly have not been approached on the subject, and would not for a moment entertain any proposition with that end in view.

Very truly yours,
THE SINGER MANUFACTURING CO.,
F. G. Bourne, President.

Wheeler & Wilson Manufacturing Co.,
Sewing Machines and Findings,
Bridgeport, Conn., March 28th, 1894.

E. H. Craige, Publisher *Sewing Machine Times*:

Dear Sir,—In reply to your communication of the 27th inst., we have to say we have no information whatever touching the rumoured movement for the formation of a sewing machine trust or combination—a scheme toward which we have no inclination.

Yours truly,
WHEELER & WILSON M'F'G. CO.,
J. Holden.

Office of the New Home Sewing Machine Co.,
Manufactories at Orange, Mass.,
New York, U.S.A., March 30th, 1894.

E. H. Craige:

Dear Sir,—Yours of the 28th inst. received and contents noted. You are authorized to state that we know nothing about any sewing machine trust or combine, and intend to go it independent and alone.

Truly yours,
THE NEW HOME SEWING MACHINE CO., Ltd.

The Williams Manufacturing Co., Limited,
Manufacturers of Sewing Machines,
Montreal, March 30th, 1894.

Mr. E. H. Craige:

Dear Sir,—We have to thank you for your esteemed favour of the 29th. We have noticed the rumours that are being circulated through the daily press regarding a combination among the sewing machine manufacturers of the United States. For the information of those concerned we beg to say most frankly that we have no connection whatever with any such combine, nor have we any faith in the success of any such scheme. In any event, we shall continue to serve the trade in a direct manner with our own goods, as we have done for many years past, and believe that we shall receive our fair share of it.

Yours truly,
THE WILLIAMS M'F'G. CO., Ltd.,
C. W. Davis, Managing Director.

Office of the Standard Sewing Machine Co.,
Cleveland, Ohio, March 30th, 1894.

Sewing Machine Times:

Gentlemen,—Answering your inquiry, we wish to repeat emphatically that there is no foundation whatever for connecting our name with any intended trust or combination. We have not, during the past year, for one moment considered joining such a combination, and do not propose to.

Very truly yours,
THE STANDARD SEWING MACHINE CO.

Office of the Domestic Sewing Machine Co.,
Newark, N.J., April 2nd, 1894.

E. H. Craige:

Dear Sir,—Answering your inquiry of the 27th ult. as to the position of this company in relation to a rumoured trust, I will say I have not been approached on the subject of joining such combination, know nothing of it, should not countenance it, and, as an officer of the Court, would have no authority to consider it.

Andrew Kirkpatrick, Receiver.

In Bankruptcy.

re F. H. WILLIAMSON,

Trading as Williamson & Co.,

Midland Carriage Works, Banbury.

PERAMBULATOR MANUFACTURER'S STOCK.

For SALE by TENDER, in One Lot, the whole of the STOCK-IN-TRADE of the above Debtor, consisting principally of Unfinished Goods. The stock is in good condition, and comprises about 393 Perambulator Bodies, a number of completed Toy Perambulators and Mail Carts, and various quantities of Rubber Tyres, Wheels, Springs, Hoods, Handles, Wool, Timber, &c.

An Inventory of the Stock and all particulars may be had on application to the Trustee, ARTHUR E. PRESTON, Chartered Accountant, 55, Corn Market Street, Oxford.

THE CHEAP MACHINE QUESTION.

The legitimate American sewing machine trade, equally with ourselves, appear to be much troubled by the exploitation of "cheap machines." In order to try and stop the nuisance, the Chicago *Sewing Machine Advance* has opened its columns to a correspondence, which is not without interest to traders on this side. We therefore reproduce a few of the letters which have already appeared in our valued contemporary :—

Editor Sewing Machine Advance:—

Noticing the remarks in the February issue of the *Advance* concerning the cheap machine trade, I would like to add a few of my own to them. Having been continuously engaged in retailing sewing machines, combined with repairing and adjusting, since May, 1870, a period of twenty-four years, my experience has long since convinced me that in sewing machines, as in anything else, the best is the cheapest, not only to buy, but to sell. You may, it is true, pay a big price for a poor machine, but you cannot buy a good machine for a small price, and no reliable dealer should desire to sell cheap machines to his customers, even though his percentage of profit may happen to be larger than on good machines.

One of my experiences in selling cheap machines—which, however, I have always furnished to my customers under protest—is that the purchasers, without exception, become dissatisfied with their machines, and expect me to make them work as nicely and satisfactorily as first-class machines. Another experience is that, as a rule, such customers will inform their acquaintances that they bought a machine of so-and-so, and it is no good, not giving any explanation as to how they came to buy such a machine, but leaving the impression that the dealer recommended it to them. I have found that such things materially hurt one's trade in good machines, and, considering the bother one has in looking after inferior machines when sold, and the bad effects such sales have upon one's trade, I have become convinced that it pays neither the seller nor the purchaser to have anything to do with the so-called cheap sewing machines.

Clinton, Ill. W. B. Barnett.

Editor Sewing Machine Advance:—

Charles Henry's article in your last number about cheap machines is good, but what can you do about it? That's what I want to know. You cannot hinder people from making cheap machines, neither can you hinder other people from buying them. There has always been, and there always will be a cheap class of people that want and will have a cheap class of goods, and would not be satisfied with any other, and I want them to have them.

I have had this cheap machine business to contend with from a time so long ago I can scarce remember in looking back, and I cannot see where they have hurt me so very bad. I have repaired more or less of them, and have traded for some, and I think I have done about as well, or better, than if I had been selling them.

I have always handled a first-class machine, and, as a rule, have succeeded in getting a fair price for it, and if I can get protection for the machine I handle in a given territory, I am ready to say darn the cheap machines. They don't trouble me to amount to anything, and I never lose any sleep thinking about them, but when I take a first-class machine—say style five drawers, new and in first-class order, and offer it at 40 dols. on monthly payments, and then have a competitor set one just like it alongside, made by the same company, and offer to sell it at 25 dols. in order to beat me—I don't feel like saying simply darn it—that is not strong enough, and if I was not possessed of a fair share of religious feeling, or something better, I fear that I would let off something terrible.

The way it looks to me some of the companies themselves have been helping these cheap machine dealers right along. They have done it in this way: They have been so anxious for trade that they would sell to a regular dealer and then go four or five miles from him and sell three or four merchants four or five machines which the company well knew the merchants would sell at any price almost to get rid of them. Now, what I want to know, is how a man who is devoting all his time to the business, and dealing on the square, is going to compete with this sort of thing? The first thing anybody knows he will be running a cheap machine office with a first-class machine. He won't make much money, but he will bang away hoping for a change.

The thing can be arranged, and I think I could draw a contract that would not only hold water but would hold some of these scalawags that know just as much about square dealing as a hog knows about Latin, and it would read something like this:—"We give you territory bounded so and so, and if, under any circumstances, you sell to any person outside of that territory where we have any agent, we shall require you to pay to him the profit realised on the machine so sold, and to make this agreement of force and effect we shall require a bond from you to make it hold. You can, in your own territory, make your own prices, and no one shall interfere with you, but outside of that we simply say 'hands off,' and if you see proper to break over you must take the consequences."

An agreement something like the foregoing would, I think, do more than anything else to lay out the cheap machines. With regard to the companies furnishing their dealers with cheap machines, it looks to me as though it won't be long until the whole contraption will be run upon the cheap machine basis. Perhaps I am in error, and if so, maybe some friends will set me right.

Jay Hall.

[With regard to an agreement such as our correspondent suggests, it is not policy to make or attempt to carry out such agreements in those States that have passed so-called "Trust Laws," and, we believe, most of the States in the Union have done so. Such agreements between sewing-machine companies and dealers were formerly common, but after the Trust Laws were passed in several States the companies began to meet with trouble in connection with them, and they not only discontinued making any new agreements, but in many, if not all cases, cancelled those that were in effect. Unworthy customers, when pressed for settlements, would fall back upon the provisions of the Trust Laws, and threaten not only a wiping-out of the indebtedness itself, but penalties into the bargain. The opinions of leading attorneys were that the Trust Laws of the several States did not contemplate such agreements as were in vogue between sewing-machine companies and their dealers for the protection of specified territory (there being no such thing as a sewing-machine trust), but when customers began to threaten to resort to these laws, the companies could not afford to take their chances with juries through the country on them, and concluded to drop the agreements altogether. —Ed.]

Editor Sewing Machine Advance:—

After reading the article by Charles Henry in your February number, I feel as if I must write you, giving my views as best I can.

Howe, Singer, Wilson, Clark, McKenzie, Potter, and others, who occupied prominent positions in the sewing-machine world, either as inventors or directors of the business in various companies, have passed away, and we trust are enjoying a well-earned repose in the great haven of eternal rest, access to which should certainly not be denied by Saint Peter to all good sewing-machine men. If, however, the spirits of any of the illustrious departed are hovering around us at the present time, the question is:- How do they look upon the present demoralised condition of the sewing-machine business? It is well for their peace of mind that they died before such startling methods for selling sewing macnines had been evolved as are employed by various parties, popularly called "scalpers," at the present time.

Formerly the sewing-machine business was looked upon as an honourable business, but when we see advertised that 60 dol. sewing machines can be had for the trifling sum of anywhere from 10 dols. to 19·50 dols., it would seem there must be falsification somewhere, or that a great wrong is being perpetrated on a confiding people by the leading sewing machine companies,

Scalpers, department stores, and companies claiming to manufacture sewing machines, while at the same time they never owned even a brick in a factory, are doing all they can to disseminate circulars tending to demoralise the sewing-machine business, and bring it into disrepute.

In the main, the plan suggested by Charles is correct, and it certainly will be for the advantage of the public to buy sewing machines from an established agent, who will be ready at all times to give instructions, and to render any aid, if perchance the machine should get slightly out of order. Where the machines are sold by so-called manufacturers, but not having any interest in a factory, purchasers will be under the necessity of getting repairs, needles, extra parts, etc., as best they can. These machines are sold with a ten years' warranty, but the question is, who is behind the warranty, and how long will such machines be in the market? It is precisely the same with sewing machines as it is with pianos, watches, and various other articles of merchandise. You cannot buy a Steinway piano for 125 dols., neither can you buy a Waltham watch for 1 dol. 50 cents. If a party wishes to purchase a sewing machine, a good one should be selected, one made by a reputable and responsible manufacturer, and a fair price paid for it.

When the public fully understands the situation regarding the cheap cast-iron machines advertised by scalpers, they will be very slow to purchase such machines, and agents who are on the ground can always tell the facts and put the public on the right track.

It is very generally believed that all a person has to do to insure great wealth in the near future is to engage in the manufacture and sale of sewing machines. The facts are that failures take place just as often among sewing-machine manufacturers as in any other line of business. The successes are few and the failures many.

Parties purchasing sewing machines should always make it a point to buy a machine manufactured by a reputable sewing-machine company. Furthermore, agents and dealers should make it a special point not to buy and sell any sewing machines dealt in by scalpers.

If the reputable sewing-machine companies and dealers of established reputation will all pull together and act for the general welfare, not many months will elapse before the business of the scalpers will be a thing of the past. I predict that the sewing-machine business of the future will be conducted on a legitimate basis, and with more satisfactory results than it is at the present time.

If the sewing machine business is to be given over wholly to a lot of irresponsible scalpers, whose chief object and aim in life is to cut prices, and ascertain at how low prices they can sell machines without coming to grief, all right; let it go at that, and let the scalpers run the entire business. But, in my opinion, there are enough reputable manufacturers of sewing machines of known standing, responsibility, and prestige, who are abundantly able to supply the market with first-class machines, and insure a full supply of parts, needles, etc., in the future, when they are required. These manufacturers can certainly make and supply sewing machines on as advantageous terms as a lot of unknown parties who are trying to make the public believe they are the only ones who can furnish machines at bottom prices, and that parties buying of them will save the extortionate charges (so-termed) of regularly authorised agents of reputable sewing-machine companies.

I believe that all first-class manufacturers of machines should be prepared to furnish not only high grade machines, but machines of cheaper grades, so as to be in readiness to supply their customers, not only with first-class machines, but with low-priced ones, thereby making it unnecessary for dealers in sewing machines to patronise the scalpers.

The existing clouds under which the sewing-machine business is conducted at the present time will no doubt pass away, and the sewing-machine business will then be placed upon a more permanent and enduring basis than it has been in the past.

Now that Charles Henry has opened up this subject, I sincerely hope that many others will make it a point to have their say and give their

views. There is nothing like a full, free, and frank discussion of any matter to insure a final and satisfactory solution. A Dealer.

Mr. W. H. Meyer, the veteran sewing-machine dealer, of Guttenberg, Iowa, sends us the following circular letter showing how he meets the offers of the advertising scalpers :—

To Intending Purchasers of Sewing Machines :—

Certain firms are sending out circulars offering to sell a 65 dol. sewing machine for 19 dols. and 20 dols., and representing agents as robbers. Their circulars read very smoothly, but it does not do the scalpers any good, as I have better goods to show at lower prices than they offer. The goods I handle are manufactured by an old and reliable company, and are warranted for five years by the manufacturers. This warrant has value, and you are sure that you can always get repairs, needles, etc. Many of the scalpers buy job lots of sewing machines from unknown manufacturers, who dare not put their names or addresses on the machines, and it would be difficult, if not impossible, to get repairs, or even needles, saying nothing about instruction or the doubtful value of their warrantee.

When those who advertise a 65 dol. machine for 20 dols. offer to send you one on trial, provided you will send them the price in advance, or make a deposit to that amount in a bank or express office, before you buy call on or write to me,and I will sell you one for 19 dols. or 20 dols., and save you freight and express charges, and teach you how to use it, and stand ready at any time to see that it gives you entire satisfaction.

Yours truly,

Guttenberg, Iowa. W. H. Meyer.

THE WHEELER AND WILSON, No. 9.

A circular-letter has been issued from the Chicago office of the Wheeler & Wilson Manufacturing Company, dealing with certain underhand proceedings which are being resorted to in connection with their No. 9. Although nothing of the kind has yet been done in this country there is nothing to prevent its importation, and we therefore think it well to let our readers have a copy of this circular-letter, which reads as follows :—

To our Dealers :—

It came to our knowledge recently, through a communication from one of our Iowa dealers, that a concern in this city styled "The Cash Buyers' Union" was sending out circulars in which were listed No. 9 Wheeler & Wilson machines at very low prices. A copy of the circular in question accompanied the letter of our dealer, who desired to be informed why we were supplying our machines to a concern that would undersell our dealers everywhere through the country.

As we had never supplied any machines to this or any other like concern, we at once sent a representative to the office of the so-called Cash Buyers' Union to investigate the matter. Upon arriving at the office and making inquiry for a No. 9 machine, our representative was at once turned over to a clerk, who led the way to a loft in an adjoining building, where were collected samples of the various kinds of merchandise catalogued by the concern, among which was found a collection of sewing machines embracing several different makes. The clerk removed the cover from a "Kenwood" machine, one of the special (stencil) machines adopted by the concern, and proceeded to enlarge upon its advantages and superior merits, not the least of which was the low price at which it could be sold.

"But I was sent to examine only your No. 9 Wheeler & Wilson machines, and I have no authority to change the order. Will you please show me your No. 9's?" said our representative.

"Oh, you don't want a No. 9 machine," urged the clerk. "The Wheeler & Wilson Company is on the point of bankruptcy, and will go under before long, and then you wouldn't be able to get any parts for their machine when it got out of repair, and it would be a dead loss to you. The high-priced companies can't live much longer. The Domestic Company has already gone, and the others will soon follow. Only the cheap machines can stand the pressure of these hard times, and what you really want is one of our 'Kenwood' or 'Arlington' machines, the 'Kenwood' being preferable. Now, let me show it to you, and you can't help being pleased with it." And the young man again took up the praise of the "Kenwood," and urged its purchase with all the eloquence at his command. Our representative presently found an opportunity to insist that the No. 9 was the only object of the present visit, and the young man gave way with the remark :

"Oh, well, if that's the case, over here is a No. 9 that we can sell you for much less money than the company will charge you, though not so low as we can sell you our own machines." He then led the way along the line of machines and stopped at a No. 9, which, however, he did not display any desire to dispose of.

Our representative beheld a No. 9, the plate number of which was found, upon examination, to have been erased, and the woodwork of which was dingy, and of a style that the company has not used for some three years past. After examining it for a few minutes, our representative said, "I don't like the colour of this woodwork, and I'd like to look at your other styles, please."

"We have but one other No. 9 in stock, and that is a secondhand one," said the young man, and he led the way to where it stood, over in a corner.

It was secondhand, sure enough, being one of the very first No. 9's built several years ago, and its woodwork was entirely out of date.

"We don't keep outside machines in stock," said the young man, "but only samples, and when orders come in we procure new machines and ship them."

He made no effort whatever to sell the No. 9 in this instance, but gave all his energies to the endeavour to persuade our representative to take one of his own machines.

The result of our investigation shows us that the No. 9 machine, as well as the New Home, Standard, Davis, and Domestic machines are listed by this concern simply and only for stool-pigeon purposes—to attract the attention of people, to whom they then endeavour to sell their own machines, not caring to sell, nor ever selling, any other than their own. That is all there is to their scheme of listing other machines. They keep a sample of each "agency" machine, as they call them, the plate numbers of these samples being filed or chiselled out, which fact shows at once the status of the machines and gives the lie to their statement (by inference) that they are regularly authorised agents for their sale. They do not, in fact cannot, buy machines from our company, nor, doubtless, from any of the other companies whose machines they list. They do not sell any "agency" machines, and have no occasion, therefore, to buy them.

If, perchance, they should be compelled to sell one to a person to whom they have made prices,they would not go to the company for it, for they well know that they could not get it, except at the regular retail price; but they would manage to get hold of a defaced or secondhand machine somewhere to fill the order. It is hardly probable, however, that they have ever filled an order for an "agency" machine. If they cannot induce a customer to take one of their own machines, they simply make some excuse and drop the matter.

If they were honest in offering the "agency" machines at the prices they make on them, and actually desired to sell them at such prices, and could obtain them to sell, they would have to keep on hand a warehouse full of stock to fill the orders they would receive, and they could then show a goodly array of new samples instead of the scaly lot of a few defaced and dingy objects that they now show.

The circular sent out by the concern contains cuts of two "agency" machines, duplicates of the companies' cuts, which are inserted to give an air of genuineness to their claim (by inference) that they are authorised agents for the machines they list. These cuts were either stolen or were made by simply photographing from genuine cuts in the companies' circulars, either of which acts is in line with their practice of stealing the reputation of good machines to attract attention to their cheaply gotten-up and spurious machines, and it is likewise very much in line with their practice of slanderously assailing the standing of the manufacturers of the machines they list, but do not wish to sell.

We do not know whether other like concerns are listing our machines in this manner, but whether they do or do not, our dealers may rest assured that we do not furnish our machines to any such concerns, and that we will protect our dealers at all times to the extent of our ability.

Wheeler & Wilson M'f'g. Co.

MARKS OF ORIGIN ON FOREIGN GOODS.

A Bill has been introduced into the House of Commons for "the placing of a Mark of Origin on Foreign Goods," which reads as follows :—

Whereas it is essential to make further provision for the prevention of fraud by false marking :

Be it therefore enacted by the Queen's most Excellent Majesty, by and with the advice and consent of the Lords Spiritual and Temporal, and Commons, in this present Parliament assembled, and by the authority of the same, as follows :

1. This Act may be cited as the Merchandise Marks Amendment Act, 1894, and shall be read and construed with the Merchandise Marks Act, 1887, as one Act.

2. All imported goods, except such goods as may be specially exempted from time to time from the provisions of this Act by the published regulations of the Commissioners of Customs, on the ground that they are incapable of being marked as in this Act provided, which do not bear in a legible and conspicuous form a definite indication of the country in which such goods were made or produced, are hereby prohibited to be imported into the United Kingdom, as if they were specified in section forty-two of the Customs Consolidation Act, 1876.

3. From and after the passing of this Act no goods imported into the United Kingdom which do not bear a definite indication of the country in which such goods were made or produced, or from which they were so imported, shall be exposed or offered for sale in any part of the United Kingdom unless by means either of express notice, or by a board, card, label, ticket, invoice, or other document, the purchaser be made aware that such goods have been imported, and are not of home production.

4. This Act shall come into force on the first day of January one thousand eight hundred and ninety-five.

WANTS ADVERTISEMENTS!

See Page 26 for Several Important

Advertisements.

S. & N.'S TRADE IN 1893.

Messrs. Seidel & Naumann, of Dresden, have nothing to complain of as to their last year's trade. Their turnover shows an increase for 1893 of £20,798, the figures being £236,250 as against £215,452 for the corresponding period of 1892. They manufactured nearly 80,000 sewing machines and about 10,000 cycles last year. We understand that the factory is so overcharged with orders at the present time that it is working much over the usual hours.

PROPER INSTRUCTION.

We have said, in recent numbers, that the instructions that are being given are too costly and yet not most advantageous. We have said that the teachers are behind the times; that the customs of the trade have caused them to be so; that customers claim unnecessary attention under the plea of instruction; and that the manager who, through fear of hurting his trade, continues to yield them, is also behind the times.

Now, we want to add that this manager is so by his own fault. If he will open his eyes and look around he cannot help seeing his error. The woman who cannot call on an agent to set her needle or stitch or tension does it herself. And this woman is not an unknown quantity nowadays. There is plenty of her. Will the plodding, grumbling agent learn from her? The old agents are afraid to institute a reform. They say people expect a certain amount of attention. It is true that people expect what they think they are entitled to; but what of the business ability that cannot let purchasers know what they are entitled to?

Teaching is an art. There are no more natural-born teachers than there are ready-made managers. It is not every one who teaches that can read a customer's disposition and discern her needs. The one who can finds a willing and ready learner, and imparts the particular information that is needed.

Speaking of the conventional habits into which the teacher falls after a long service with trial customers, one said recently: "I had got along through a 'lesson' till I got to the tension. I noticed that the scholar was rather indifferent to much that I had been saying, but I did not take the hint. 'Turn the screw this way to tighten and the other way to loosen,' said I, 'but don't——' 'Never mind the dont's,' exclaimed she; 'tell me the rest of the do's!' And I stuck to the do's and made a short lesson."—*Sewing Machine Times.*

HOW THE GERMANS GET TRADE.

The United States Consul at Chemnitz recently sent to his Government the following instructive report:—

"The first factor in helping to secure foreign markets for German manufactures, apart from the almost absolute necessity of having such markets, is the great interest taken, even by inland cities, to secure foreign trade.

All over the Empire are societies organised to encourage colonisation and export trade. These unions are active agents in helping to extend foreign markets. Their methods are simple, and thus far have been very successful. They are endorsed by the press, authorities, and people.

They project all kinds of schemes for bringing German wares to the notice of foreigners. Emigrants and Germans resident in foreign countries are enlisted in favour of German products. The Saxon Export Union has opened a permanent sample exhibit of German wares in Bulgaria. The almanacks published and circulated contain hundreds of names of German firms, with illustrations of their products. The purpose is to keep the Bulgarians posted as to Germany's ability to supply every possible need in the way of manufactures. Since its organisation, in 1887, the union has spent 23,800 dols. for travelling agents, &c. It has sent out 135,000 printed circulars and 94,00 letters of correspondence. In return it has received 7,000 sample orders, amounting to 1,071,000 dols.

To illustrate German energy in seeking foreign trade, we have only to take Russia during the strained relations of the last nine months. In drugs, iron, machinery, leather, silk, and woollen goods, Germany has beaten her last year's record by 11,424,000 dols. This has been done during a time of business depression, when the press was pouring out complaints about the backwardness of business, the stopping of factories, &c.; at a time, too, when a tariff war was being waged between the two Empires. Especially worthy of note is the fact that Russia took from Germany during the first nine months of 1892, in machinery alone, 21,919,800 dols. worth, against 20,801,200 dols. during the same period in 1891. This in face of the fact that Russia's import duties on German goods have gone up 50 per cent., giving England, the United States, and Austria a tremendous advantage.

A German correspondent in St. Petersburg writes his paper in Chemnitz to tell his people how the thing has been done:

In spite of differential duties, in spite of the activity of our rivals and competitors, Germany has sold her machinery because (1) of her credit system and (2) because her agents and exhibitors beat those of all other nations.

We are the only people that seem never to tire of giving the Russians credit. In a country poor in capital, but vast in undeveloped resources, this fact settles it. It is the weak and at the same time the strong side of our export or foreign trade. Against the millions made are millions lost. The conservative German, alongside of the cautious Frenchman and often as cautious Englishman, risks, wins, and remains in markets where his rivals offer for cash much cheaper than he can on credit. In countries like Russia, credit plays as important a part as, if not a more important part than, price. Here, as elsewhere, only the rich can buy cheap.

The German possesses the faculty and power to put himself in the other man's place; to understand his conditions and circumstances; to find out, if not feel, his needs. So great is his power in this respect that he has absolutely no rival or competitor worth considering. Not only does he study the language of the people among whom he is to work, but he makes a specialty of it, and of their agricultural and industrial needs. When selling needles and pins, he may be watching to see where to sell a knitting machine or a plough. Not only this, but his education fits him to tell the buyer what is best suited to certain kinds of work, especially where it is a question of introducing anything new. It is a notorious fact that the Russian farmer buys from a German in preference to an Englishman, an American, or even a Russian manufacturer. The German language, after Russian, is the most used in business circles, partly because there are so many Germans settled in Russia, and partly because of proximity. Again, the German not only seeks to find out what the people want, but he sells machines and parts of machines, so that when injured or broken they may be easily and at once repaired—a very great consideration.

German agents and travelling salesmen are willing to work hard to sell small quantities. This makes them popular among the people to whom they are sent and satisfactory to their employers.

For so old a country, the progress of the last twenty years seems incredible. The impulses of her unions, the energy of her agents, the patriotism of her people, the co-operation of her governments, the education furnished by her schools, the excellence of her products, the faithfulness with which orders are filled, and the wisdom with which each people's wishes are met are only a few of the many factors that make the Empire rich, prosperous, and progressive.

The nation's interest in foreign trade is intense. The newspapers teem with all kinds of information regarding it. Not a day passes that a consul could not find information valuable to our merchants and manufacturers. On my table at this moment are editorials out of the local papers covering the Empire's commerce with many foreign countries. I pick up one at random—Puerto Rico.

Puerto Rico bought last year 157 tons of linen and cotton goods, worth 38,343·35 dols. Of this quantity England sent 64, the United States 47, Spain 24, and Germany, France, and Italy together 19 tons. Of chemicals, a very costly commodity, Germany sent 10, France 29, Spain 14, the United States 14, England 7, and Belgian 3 tons. Of paraffin and stearine, Germany sent 43, Spain 135, and England 10 tons. Of writing and printing paper, Spain sent 107, England 23, the United States 21, Germany 18, and France 12 tons. Of straw and packing paper, the United States sent 476, Spain 178, Germany 18, and England and France together 7 tons. Germany sent 100,000 cubic feet of building lumber. Spain sent almost all the shoes used—211 tons (Germany sent 10 tons). Railroad materials were taken mostly from Belgium—2,187 tons (Germany supplied only 120 and England 5 tons).

These figures, however, do not tell the whole story, for many of the articles sold under the English flag have their origin right here in Chemnitz. Everywhere, even in England, "Made in Germany" is found on crockery, hats, hardware, and a hundred articles offered for sale.

MECHANICAL & TECHNICAL.

HINTS ON REPAIRING AND ADJUSTING SEWING MACHINES.

[COPYRIGHTED.]

More About Noisy Machines.

BY R. E. PARER IN THE *Sewing Machine News.*

Aside from the noise generated in the head of a family machine, there is plenty more of the same disturbing element in the stand. The fact that this part of the machine is seldom brought to the repair shop is answerable for the neglect to which this noise-producer is subjected. If, then, a machine, from the head of which all the noise has been carefully eliminated, still persists in disturbing the peace and quiet of the neighbourhood where it is used, it is not the repairer's fault. He did not have the stand to work on, consequently could not take out the noise.

I will speak of several causes for noise in the stand, and when it will pay you to do so, or where the customer is willing to pay for it, you can stop a good share of it. When fitting up a second-hand machine for sale, it is always well to put the stand in good order as well as the head. To do this it should be made as noiseless as possible.

When the noise comes from the wheel itself, and it is generally helped along by all the various parts, it is apt to be caused by wear in the bearings, when it, the wheel, revolves on a stud, or from end-play caused by the centre-screws being withdrawn, when that method of hanging is employed. In the latter case the remedy is very simple. Nothing remains to be done but tighten the centre-screws so that the wheel will turn freely but without noise, and then tighten the jam-nuts also. The other kinds need more attention. If the stud is worn, it will sometimes have to be replaced by a new one, and if the bearing or hole is the part affected it may have to be bushed. Should the face of the hub be worn unevenly it is best to mill the same true again, supplying a washer of suitable thickness to procure a good fit. This alone will sometimes have the effect of reducing the noise. Bushing can be effected after the plans laid down in last month's article.

Next in line comes the pitman, generally made of wood, which transmits the motion from the treadle to the wheel by means of a stud on the wheel itself, or by a crank attached to the wheel-stud, in which case the wheel turns with its axis. Naturally this wooden pitman wears in the hole, which causes a thumping noise at every rise and fall of the treadle. To get out this noise is our next task. Several ways are open to us, any of which, if based on mechanical principles, will answer. But sticking in bits of tin, leather, or wood, or wrapping the stud or wristpin with thread, cord, or wire, are methods practiced only by the botch.

In the book of hints that was published some years ago, William Funk gave several good ways of reducing the noise in this part of the stand's mechanism, and as the same hold just as good to-day with machines that have no provision for taking up the wear in the pitman, I will repeat them here. They will certainly suggest much to the new man in repairing. All are simple yet practical and effec ual.

The first is to drill a hole through the pitman, at right angles with the wrist or crankpin, so that it will encroach a iittle on the hole in the pitman, and then drive a wooden pin into the hole thus made. This of course will reduce the size of the hole, and if made too small by the insertion of the pin, it can be made to fit by filing away enough to make a proper seat for the wristpin, using a half-round file for the purpose. Both ends of the pitman may have to receive the same treatment.

Before I forget it, I want to caution all, in drilling or boring this or any other hole, to guard against splitting the wood. This is best done by holding the same in a vice while piercing it, fastening it down low so that the place where the hole is to be will be well protected by the jaws of the vice. This will prevent all trouble in that direction. Should you drill the hole by means of a lathe, it will be just as well to protect the pitman by holding it in a hand-vice or clamp. An ounce of prevention is better than a pound or more of cure.

Another way, and one often employed, is to saw a slit in the pitman, from the end to the hole and into it. A screw is then inserted, at right angles to the wristpin, the same as the pin, except that it does not touch the former. Turning this screw in will pinch the two forks of the pitman together, and thus reduce the hole. It can be adjusted by tightening or loosening the screw, and makes the bearing quite adjustable without taking the thing apart. The screw need not be very thick, and I think the kind with a flat shoulder and round head preferable to those with heads that require countersinking. Make the hole for the shank of the screw just large enough so that the screw will not bind in it, and all the pressure will be from the head. This will permit of easy adjustment. The hole in the other side where the point of the screw enters and holds should be a snug fit.

An old rod may be made tight by turning in a screw from the end, so that it will touch the wristpin. Use a common screw, slim enough not to split the wood, and long enough, after the point is filed off, to reach the wrist pin. This also affords some adjustment, but is not, in my opinion, as good as any method by which the surface in contact remains the same as regards material. The end of the screw is apt to wear into the wristpin, will require more oiling and more frequent attention to keep it tight.

What I consider is the very best plan, though it does take a little more time, is the following: With a very thin saw cut out a piece from the end of the pitman clear down to the hole. It can be the whole size of the wristpin hole or less, but I think it best to have it large. Press this down on to the wristpin, and then drill a hole clear through as described in the first plan. That's the quickest way, but it admits of no adjustment. It simply makes a new, snug fit, the same as when the machine was new. I forgot to say that the pin driven through does not touch the wristpin as in the first instance.

My way of doing the job is this. First I bore the hole for the screws, almost through the wood. Then I saw out the piece, which will have a hole in it also. This hole I elongate with a round file so as to give me a chance to press it down on to the wristpin as much or as little as I may see fit. I use the same kind of a screw as mentioned in the second plan, taking the same precaution to have the screw easy in the shank part and snug in the point. This gives a perfect adjustment, and does not pinch the hole out of shape, the bearing always retaining the curve.

To stop the noise in the treadle one must be governed by existing conditions. If the treadle is hung on cones that can be moved on the rod, it is an easy matter, and if the cones are turned over so that different surfaces come in contact, the job will be quite complete. If the treadle forms part of the rod—or is of a piece with it—and extends clear across from leg to leg, there hung in centres, the adjustment suggests itself, the same as with the wheel. But, if neither of these is the case, and the rod simply passes through holes in the treadle, with pins on the sides to keep it in place, bushing is the general resort. This is effective, but takes time and labour.

On jobs where it will pay to do so, it is a quick method to supply cones, countersink the holes in the treadle, and hang it on the cones. These cones can be procured of supply dealers, all ready to apply, having set screws in them, or you can make them of pieces of gas-pipe, provided you have a lathe in which to turn down the ends for the bearings. Still it is cheaper to buy them ready made, unless you are too far away from a supply house and cannot wait to have them sent.

After all these points about the parts of the stand have been attended to, it is well to go all over the balance, see that screws and bolts that holds legs and braces together are rigid, and that the table is fastened on securely and evenly. Be sure the stand does not twist, causing it to rest only on three legs, for that is most unpleasant and on a bare floor causes a thumping noise.

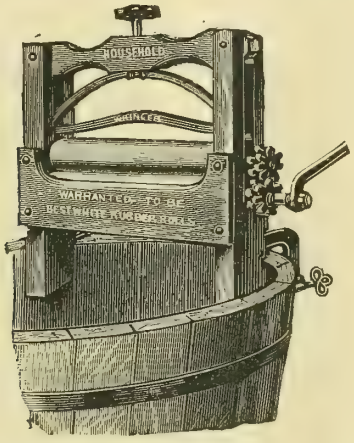
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

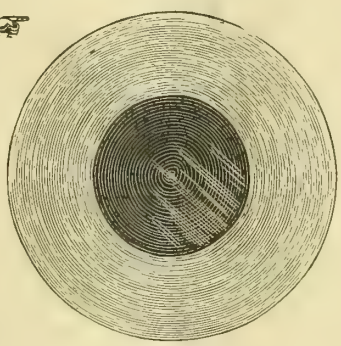
The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown n the sketch.



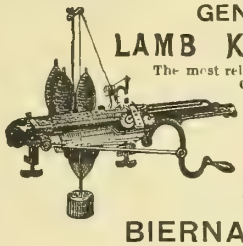
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

LAMB KNITTING MACHINE.

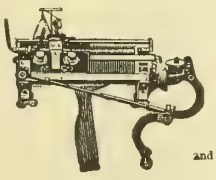
The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with specia automatic attachments.

BIERNATZKI & CO.,

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NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post.

TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 12 other Honours. HARRISON KNITTING MACHINE CO. Works: 4, Upper Brook St., Manchester.



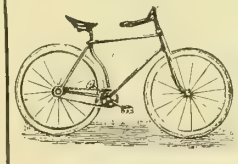
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything, in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

The Mona Cycle Company have removed to larger premises at Watson Street, Stoke Newington, N., in order to keep pace with orders.

* * *

A novel means of advertising has been adopted by the North British Rubber Company, who have brought out sets of playing cards, one side of which illustrates the "Clincher" tyres.

* * *

Mr. Davies, of Preston, has patented a new detachable pneumatic tyre, for which, being perfectly round, a maximum of speed and resiliency is claimed.

* * *

The Preston-Davies Tyre Company are about opening new premises in Gray's Inn Road, E.C., in which will be comprised offices, showrooms, and extensive warehousing space.

* * *

A patent has recently been taken out for a pneumatic spring saddle by Mr. Harrington, of Wolverhampton. The saddle is supported at either end by piston rods, which depress into cylinders, the latter containing compressed air. Thus an unusual ease and comfort in riding is attained.

* * *

We are glad to see that the export returns of cycles, and cycle parts, for the early months of 1894 evince a substantial advance on the totals for the same periods of 1893, *i.e.*, for March, 1894, £142,184; 1893, £127,244; whilst March, 1892, was but £94,810.

* * *

The following cycle dealers have closed their premises:—Gallagher Bros., Belfast; Energetic Co., Dublin; A. Muir, and the Cattkin Cycle Co., Glasgow.

* * *

Mr. Lewis Nicol, late dealer in cycles and domestic machinery, 1, Maule Street, Arbroath, has closed his premises and gone away.

Mr. R. W. Cornish, late manager for Bradbury & Co., Limited, at Camden Town, N.W., is now in charge of his company's Liverpool depot.

Dealers on the look-out for saleable novelties should investigate the merits of Priestley's self-heating charcoal laundry irons, also Priestley's coal economisers. Both these inventions are at once useful and inexpensive, and are having a large sale. Full particulars can be obtained of Priestley & Co., Gibbett Street, Halifax.

A SEASONABLE INVENTION.

Perambulator dealers will soon be replenishing their stock of canopies for the coming season, and it may, therefore, be useful for us to call their attention to the Simmons Patent Hood.

As will be seen from our illustration this hood has a smooth round top which has the appearance of being solid, but which folds back half-way or altogether. The supporting joints are so arranged that the sides can be



detached or rolled up as preferred, thereby giving increased ventilation, and allowing the occupant to look out on either side.

Thus this hood, patented and manufactured by Simmons & Co., of Tanner Street, S.E., can be used as a protection either from rain or sunshine. If desired some very pretty curtains can be applied to the front, hanging from a pole and rings, similar to window curtains. Messrs. Simmons find the hood selling very readily, and anticipate that it will be exceedingly popular during the coming summer.

THE FURNITURE EXHIBITION.

The "Second International Exhibition of Furniture Decoration and Kindred Trades" was held last month at the Agricultural Hall, Islington, from the 11th to the 21st ult.

There was only one exhibit of sewing machines—that of Mr. E. Rausnitz, of 184, Aldersgate Street, E.C., who our readers know is agent for Messrs. Nothmann's machines. The machines on show embodied all Nothmann's latest improvements, and were finished in the best style. The woodwork was also particularly good.

We noticed at this stand a new baby-chair which Mr. Rausnitz is now selling to dealers. It is well worthy of attention by our readers who have a sale for useful and inexpensive children's chairs.

The Bissell Carpet Sweeper Company, of 47, Wilson Street, E.C., had on view their well-known sweeper.

Bamboo furniture and mailcarts were on show at the stand of Mr. J. B. Kohn, of 170, Pentonville Road, N.

One of the prettiest exhibits in the hall was that of Mr. C. C. Beetles, well-known to our readers as an extensive manufacturer of bamboo mail carts. This firm are also manufacturers of bamboo furniture in countless varieties, one of their latest specialities being a full bedroom suite made entirely of bamboo.

Mr. Charles Rees, of 203, St. John Street Road, E.C., had on show specimens of metalized wood. It occurs to us that this process is well adapted for the production of perambulator panels.

The other exhibits mostly comprised suites of furniture, among the principal exhibitors being the following cabinet firms:—F. T. Levi, Bayham Street, Camden Town; C. J. Argent, 60, City Road, E.C.; H. L. Benjamin, 6, Gt. Eastern Street, E.C.; C. J. Barr & Sons, 37, Curtain Road, E.C.; J. H. Fallows & Co., 25, Curtain Road, E.C.; and Matthews & Co., of Gloucester.

THE SHOE AND LEATHER FAIR.

There was opened yesterday at the Agricultural Hall, Islington, the first International Shoe and Leather Fair, which will continue for a week. It has been organised by Mr. John T. Day, the well-known editor of the popular *Shoe and Leather Record*, whom we heartily congratulate on his success. Not only is this the most representative show of the leather trade ever held, but also the handsomest and most practical.

In our next issue we shall fully describe the whole of the exhibits of interest to our readers.

JOTTINGS

Messrs. Kirsop & Co., of Newcastle-on-Tyne, cycle and sewing machine agents, are now making cycles.

* * *

Mr. J. W. Moore has taken over the "Cycledom" business, formerly carried on by Hinby, Moore, & Co., Barrass Bridge, Newcastle-on-Tyne, and will deal in cycles, perambulators, and sewing and washing machines.

* * *

We hear from nearly all hands that the perambulator trade thus far has been less satisfactory than during the corresponding period of 1893.

* * *

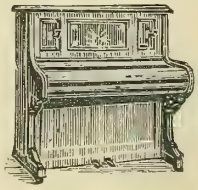
Our readers will be pleased to hear that the Bradbury cycle has already gained a high place in the opinion of dealers. A well-known cycle agent recently told one of our friends that of the 100 safeties he had in stock, he ranked the Bradbury first; and, be it known, he holds most of the best agencies.

* * *

Messrs. Seidel & Naumann, of 23, Moor Lane, E.C., have just issued a new illustrated catalogue, which deals not only with their sewing machines in all styles, but cycles, perambulators, musical albums, aristons, &c., &c. Our readers should write for a copy.

* * *

Messrs. Doel & Money, of the Swan Cycle Works, Denmark Street, High Wycombe, have just shown us their combination crank and pedal, which certainly gives the narrowest tread of any crank hitherto introduced.



Section

Messrs. Healy & Richards have recently brought out a new style of their Class F piano. It is 4 ft. 2 in. high, and has a foreign action.

* * *

Mr. H. Snell, to cope with his rapidly extending business, has taken a factory at Grovedale Road, Upper Holloway, nearly double the size of his former location.

* * *

Messrs. A. Moritz & Co. are just about to take extended premises at 28, Berners Street, W., a four-storied building, containing a vast showroom 150 ft. long.

* * *

At an early date we understand an electrical music leaf turner will be introduced, the mechanism of which is very simple, being brought into action by pressing a button with the foot.

* * *

A new 4 ft. 4 in. vertical piano has just been brought out by Messrs. Barber & Co., of Battersea. The instrument, which has an elaborate walnut case, contains an extended metal frame, foreign action, and ivory keys, and should command a ready sale.

* * *

A neat pianoforte list has just been issued by Messrs. Beadle & Langbein, in which the chief feature is the splendidly got up illustrations, which are printed from "process" blocks, and have the appearance of photographs.

* * *

A sustaining action for pianofortes has been patented by Mr. W. Simkins and Mr. C. Ajello.

TO CANVASSERS and OTHERS.—Useful and saleable articles to sell to any and everyone. Circular on application.—Editor, "Tool and Machinery Register," 101, Houndsditch, London.

NEEDLES.—Howe B, 3s. 6d. per gross.—S. Cox & Co., Alcester.

WANTED, CONTINENTAL TRAVELLER, for Sewing Machines and Cyles.—Traveller, *Sewing Machine Gazette* Office.

TRAVELLER WANTED, for London wholesale and retail trade in Sewing Machines and cycles.—"Alpha," *Sewing Machine Gazette* Office.

BIG DISCOUNTS.

VACANCIES in a FEW TOWNS for LIVE AGENTS.

BIG PROFITS.

NEW AGENCY TERMS—DEALERS PLEASE WRITE.



IF YOU WANT TO SEW

**ANYTHING,
ANYWHERE,
ANY SHAPE,
ANY TIME,**

THE "NO. 9" IS EVER READY TO DO IT.

It took the GRAND PRIZE at Paris, 1889, over the leading machines of the world as the most advanced sewing machine mechanism.

The rotary principle is the true one and wins every time.

Agents wanted wherever not represented. Address for terms,

WHEELER & WILSON MFG. CO.,

21, Queen Victoria Street, London E.C.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

5,224. W. Kempton and D. Macrae, for improvements in sewing machines.

5,640. J. Y. Johnson, a communication from H. Petitjean, of France, for improvements in perambulators and other wheeled vehicles.

6,019. G. Blunt, for improvements in or relating to circular knitting machines.

6,158. W. H. Beal, for improvements in perambulators, mail carts, and other like vehicles.

6,234. C. G. Mackay, for improvements in or relating to children's cradles, cots, and the like.

6,382. J. M. Wilson, for improvements in folding shafts for go-carts and children's carriages.

6,471. J. Allen, for improvements in means or apparatus for use in the production of sewn button-holes.

6,483. C. T. Neumann, for improvements in or applicable to sewing machines.

6,519. F. Simmons, for improvements in sewing machines.

6,569. L. Thiele, for improvements in collapsible perambulators.

6,611. W. W. Pound, for an adjustable hammock back child's mail cart, invalid carriage, or chair.

6,723. W. H. Chapman, for a perambulator dress protector.

6,785. T. G. L. Miller and F. T. Pinson, for improvements in circular knitting machines.

6,873. C. Terrot and the "Boas-King" Knitting Machine Company, for improvements in knitting machine.

7,118. J. M. Farmer, T. J. Ferguson, and G. J. Riemer, for improvements in the construction of needles for sewing machines.

7,163. G. Falke for improvements in or relating to shuttle-throwing devices.

7,196. F. G. Grönros, for an improved bipartite needle for knitting machines and the like.

7,268. S. T. Fawcett, D. Simpson, and J. J. Simpson, for improvements in or connected with children's carriages.

Abstracts of Specifications Published.

(Price 8d. each.)

4,149. *Sewing Machines.* F. O. Jerram, of Liverpool. Dated February 24th, 1893.

The object is to provide a sewing machine in which two or more parallel rows of stitches may be sewn at the same time, and at any suitable distance apart, also to enable the needle bar or bars to be thrown in or out of gear, to facilitate turning corners, or to enable the machine to be employed as a single needle machine.

5,903. *Sewing Machines.* G. Benson, of Fountain Street, Belfast. Dated March 20th, 1893.

Consists of improved mechanical arrangements for producing plain and fancy stitches, and may be shortly described as the combination of what is generally known as the Thomas feed and system with a rotary hook or shuttle.

6,656. *Sewing Machines.* M. H. Pearson and Pearson & Bennim, Limited. Dated March 29th, 1893.

Is applicable to most kinds of sewing machines, but is especially useful with machines employing a waxed thread, as in the stitching of leather or the like. The invention deals with the treatment of the thread as to tension, the taking up or tightening of the loop, the locating of the lock in the material being stitched, and, so far as waxed threads are concerned, to the waxing of the thread.

6,668. *Sewing Machines.* W. Jones, H. G. Hall, and J. Hall, of the Jones Sewing Machine Company, of Guide Bridge, Manchester. Dated March 29th, 1893.

Relates to improved combination and arrangements of mechanism for sewing with a vertical eye-pointed needle and an oscillating shuttle.

6,714. *Sewing Machine Shuttle.* J. Thomas, of Clerkenwell Close, London. Dated March 30th, 1893.

The body of the shuttle is formed separate from the ends or with only one end, and the end block or blocks subsequently added to form the nose or heel, or both, the requisite holes in the end blocks for the spool spindle being produced and the cleaning out of the inside effected prior to the insertion of the loose end or ends.

7,953. *Straight Bar Knitting Machines.* J. H. Woodward and F. Shaw, both of Nottingham. Dated April 19th, 1893.

When radial work is produced upon straight bar knitting machines a number of small bobs are left in the fabric wherever the thread-carrier, in place of completing its traverse over the whole row of needles upon which work is being made, stops short of making a complete traverse, one hole showing itself at every point where the thread-carrier stops. According to this invention the filling up of these holes is effected by causing the thread at the end of the traverse to be wrapped around one or more of the next succeeding needles.

United States Patents.

Issued and Dated March 6th, 1894.

515,965. A. A. Merritt, Cohoes, N.Y., electric stop motion for knitting machines.

516,020. A. E. Lindner, Brooklyn, sewing machine.

516,144. J. A. Wilson and R. Hutchinson, Nottingham, England, straight knitting machine.

516,155. J. Fischel, Vienna, Austria, Hungary, embroidering machine.

Issued and Dated March 13th, 1894.

516,190. J. Douglas, Elizabeth, N.J., sewing machine.

516,252. R. W. Whitney, Cleveland, Ohio, ruffling attachment for sewing machines.

Issued and Dated March 20th, 1894.

516,722. J. D. Hemphill, Huntingdon, Conn., circular knitting machine.

516,723. J. D. Hemphill, Huntingdon, Conn., draw cam for stocking knitting machines.

516,960. L. Bosi, Terricciola, Italy, knitting machine.

Issued and Dated March 27th, 1894.

517,045. H. A. Houseman, Philadelphia, Pa., stopping mechanism for circular knitting machines.

517,140. J. C. Goodwin, Philadelphia, Pa., trimmer for sewing machines.

517,141. J. C. Goodwin, Philadelphia, Pa., sewing machine.

517,354. W. V. Miller, St. Joseph, Mo., button-hole sewing machine.

517,376. D. Brown, Newhaven, Conn., sewing machine.

Issued and Dated April 3rd, 1894.

517,485. F. A. Ryno, St. Paul, Minn., button-attaching machine.

517,604. J. C. F. Dick, Belvidere, Ill., button-fastening machine.



COWTAN BROS., Invalid Chair and Perambulator Smiths and Spring Makers, 84 and 86, Aldenham Street, Somers Town, London, solicit the favour of your inquiry for any description of Iron and Steel Work for Bath Chairs, Bassinettes, and Mail Cars. The newest designs and best workmanship at low prices for cash.

THE WONDERFUL ORCHESTRAL ORGANETTE,

Direct from the Patentees and Sole Manufacturers, at WHOLESALE PRICES.

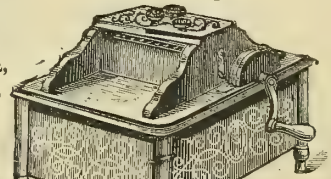
3 STOPS

Write at once for Catalogue of tunes and full particulars.

84/- Organette for 35/- Cash,

Or on Easy Payments of 10/- deposit and 5/- monthly. Price 40/- Delivered when first 10/- is paid.

3 Stops, Vox-humana, Expression, and Flute. Two Complete Sets of Reeds.



By Royal Letters Patent. A Mere Child can Play it.

Plays Hymns, Popular Airs, Quadrilles, Waltzes, Polkas, Reels, Hornpipes, etc., etc. Any tune can be played with artistic effect by anyone. No Musical knowledge required. MOST MARVELLOUS INSTRUMENT IN THE WORLD. **Money returned to anyone dissatisfied.** Send for full particulars of instalment system.

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FOR PERAMBULATOR AND MAIL CART FURNITURE

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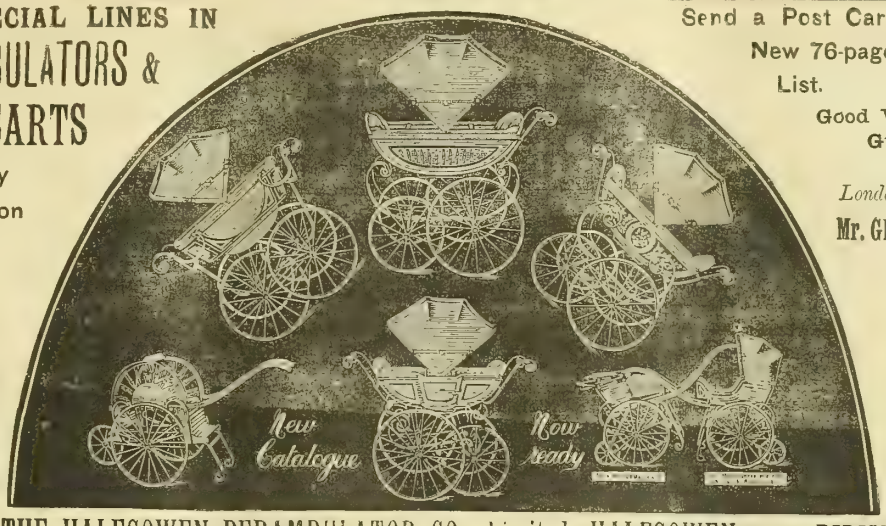
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who have the largest stock of HANDLES, BOLTS, JOINTS, STRAPS, etc., in London.

Wheels a Speciality. **Cast Toy Rubber Perambulator, Bath Chair, Barrow, Cart and Van Wheels, a large quantity always in stock.**

TIMEPIECES 16/6 PER DOZ. SPLENDID VALUE.

SPECIAL LINES IN
PERAMBULATORS & MAIL CARTS
of every description and quality, to suit all Trades.



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Good Value Guaranteed.
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THE HALESOWEN PERAMBULATOR CO., Limited, HALESOWEN, near BIRMINGHAM.

TWO BIRDS WITH ONE STONE.

Machine Dealers and others have for different reasons long complained of their unsatisfactory experience in conducting a Knitting Machine business. **One Complaint** is the trouble in teaching assistants and purchasers, because the machines are not simple enough. **Another Complaint** is that the business cannot be made to pay on a small scale, chiefly because the proper knitting wools could not be got in small quantities at bottom prices. STIBBE'S agents experience none of these difficulties, because his "**IDEAL**" **KNITTER** is so simple a child can learn it, and it never goes wrong because it has no parts to get out of order. His agents are supplied at first price with any quantity of the most suitable wools for any kind of knitting. All his goods being proprietary articles of the highest quality, his agency in any district forms a valuable addition to any business. It is **two valuable agencies in one.**

G. STIBBE, 25, JAMAICA STREET, GLASGOW.
ILLUSTRATED CATALOGUE, SAMPLES, etc., Post Free.

Sewing Machine Gazette Office, 28, Paternoster Row, London, E.C.
RATE.—½d. per Word ; Minimum, 6d.

KING'S UNIVERSAL SUPPLY, Limited, 17 & 18, Railway Approach, London Bridge, are offering the best terms to Agents for the sale of their Sewing Machines, Gold and Silver Watches, &c., &c.

NEEDLES, Sewing Machine. Very highest quality. Very lowest price. Samples and price with pleasure.—W Heath, junr., Web Heath Works, Redditch.

HUNT'S AUTOMATIC-LIGHTING CYCLE LAMPS.—The "Norfolk" was admired by everybody at the Stanley Show. For agency and terms write, 71, Bridge Street, Norwich.

THE NEW PATENT BRITANNIA PETROLEUM OIL ENGINE is the safest and most economical motive power yet invented.—Apply, Britannia Tool Factory, Colchester. Factories fitted up with engines, shafting, &c.

BELTS! BELTS!! BELTS!!! — For Sewing Machines (round). Best Straight-grained Leather. Assorted lengths from 54 to 60 in.; 18s. per gross, nett cash.—Harvie's, 110, Kirkdale Road, Liverpool.

CYCLE OILS, Burning and Lubricating, Loose or Bottled. Knitting Machine, Wringer, and Pram Oils. All kinds of Machinery Oils.—Lady Bridge Oil Works, Spring Street, Hull.

TO CANVASSERS and OTHERS.—Useful and saleable articles to sell to any and everyone. Circular on application.—Editor, "Tool and Machinery Register," 101, Houndsditch, London.

SINGER'S FAMILY, 2s. per gross; every needle warranted.—S. Cox & Co., Eagle Works, Alcester.

SEWING MACHINE BUSINESS for Sale, or Partnership, in Kensington. Low rent; 15 years' lease; good connection.—G. O., 18, Lillie Road, Fulham.

MECHANIC, with thorough knowledge of all kinds of Sewing Machines and Cycle Repairs, requires Situation.—A. Elliott, 145, Station Road, Ilkestone.

TRAVELLER WANTED for the United Kingdom, to represent a wholesale firm of Sewing Machine and Cycle Manufacturers.—Address, stating salary, references, and experience, S., c/o *Sewing Machine Gazette* Office.

WANTED, ENGAGEMENT as Manager or Superintendent. Many years' experience in hire trade.—"Activity," *Sewing Machine Gazette* Office.

WANTED, a Man to trace run-away customers in London district.—Write "Cute," *Sewing Machine Gazette* Office.

GOOD DOMESTIC MACHINERY BUSINESS to Dispose of in leading town, county Durham. Good connection with railway men. Established 18 years. Rent low. Ingoing moderate. Rare opportunity for young, pushing man. If desired, stock at valuation. Declining business solely through ill-health.—Apply H., c/o *Sewing Machine Gazette* Office.

A LIMITED QUANTITY of NYE'S BEST REFINED AMERICAN SPERM SEWING MACHINE OIL, well and neatly packed in square panelled bottles, in clean and splendid condition, securely packed in gross cases; 2 oz. 15s., 4 oz. 19s. per gross, nett cash. Sample, 3d. stamps.—Egdell & Co., Newcastle-on-Tyne.

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

Subscription.—3s 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

THE HIRE TRADERS' GUIDE AND RECORD.

Subscription.—2s. 6d. per annum, or 9d. per quarter, post free.

Advertisements.—Tariff on Application. All changes in Advertisements to be notified by the twenty-fifth of each month.

Contributions.—Articles, Letters, Reports, &c., on trade subjects invited and paid for if so arranged. Readers are earnestly requested to notify changes of address, the opening of new premises, &c., in their several towns.

Trade Information.—We are always pleased to be at the service of our readers by supplying them with the names of manufacturers, &c. All we ask is that they enclose stamp for reply.

Replies to Advertisements.—We request that readers, in replying to advertisements in our columns, will mention our Journals as the source of their information.

In Writing to Us.—Please address all communications either "Publisher," or "Editor," at the address given below.

Hire Agreements and Payment Cards.—We supply these to most hire traders. Particulars on application.

List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

SEWELL & Co., Publishers.
28, 29, & 30, Paternoster Row,
London, E.C.

Editorial Notes.

Unfair Trading. Our readers will remember that a few months ago we discussed the question of the unfair methods of trading which had been introduced into the sewing machine trade of late years—we refer to the detestable practice of firms "working out" other traders' machines. We put it to the trade that customers obtained this way were never any good to the firm who had supplanted a competitor's machine with their own. The most ignorant person in the land must surely feel that such methods of trading are wrong, and even if willing to become the tool of the trader's greed, would want some *quid pro quo.*

During the past month two well-known members of the trade, after having been at loggerheads for some time, have buried the hatchet, and entered into an agreement, of which the following is a copy :—

AGREEMENT made this day between in order to protect their business and regulate their servants' and agents' conduct one towards another, and thereby facilitate a better understanding between the parties, and establish a basis for the easy settlement of all future disputes.

FIRSTLY, it is agreed that neither of the firms above-mentioned shall encourage, countenance, or permit any act or deed to be done to the injury of either parties, themselves, their servants, or agents.

SECONDLY, should any agent or servant of the above-mentioned firms do any of the following acts or deeds it shall be considered a breach of this agreement.

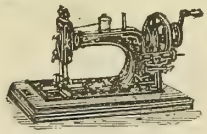
THIRDLY, to interfere with each others orders by advising any customer to return the goods already in their possession, or stating that the goods sold by either of the firms mentioned are inferior in quality to those they or their servants have to sell.

FOURTHLY, not to allow any of their agents or servants to bring away or send back any goods sold and delivered. The firm suffering such loss of the order shall be indemnified in either of the following ways :

Goods so returned or caused to be returned shall be re-delivered or replaced to the original purchaser, if possible, at the request of one firm to the other within seven days of such notice, to be given in writing, or

FIFTHLY, the firm so interfered with may claim from the other firm who has caused such loss by their servants or agents an amount of 20 per cent. of the gross value of the goods, viz., the price charged to the purchaser within 14 days of such notice of the order being upset or returned by their servants or agents.

One of the parties to the above agreement has suggested that we inform the trade generally of the attempt now being made to put an end to unfair trading, and that we should recommend its adoption throughout the country.



Section

The Story of the Sewing Machine.

WITH REMINISCENCES, PERSONAL AND GENERAL.

By NEWTON WILSON.

CHAPTER XXVI.

ARE TRADE NAMES TRADE MARKS?

STAGE No. 2.

"KIMBALL & MORTON."

Will the reader kindly reverse the dial of time, placing its finger a few years prior to the events recorded in the concluding part of the last chapter, the strict chronological order being in that instance broken. During the preceding five years events had transpired which must be here recorded.

Thirty-four or thirty-five years ago Mr. John Morton was travelling over England selling sewing machines in the interest of I. M. Singer & Co. At that time I. M. Singer & Co. had opened their first depot in Great Britain in Buchanan Street, Glasgow, and Alonzo Kimball was manager of the same. Years later these two had joined hands, and under the style of Kimball & Morton commenced manufacturing machines on similar principles and arrangement of construction, and selling the same under the name of the "Lion" Singer, using the device in which the British lion and the American eagle supported a shield surmounted by the outline of one of these machines. The peaceful enjoyment of this trade was not to be long permitted, and "honest John," as Mr. Morton was known in the trade more than twenty years ago, had soon to bear the outburst of the Singer Company's wrath.

It was in the early part of 1870 that the war broke out, a war beside which, in the eyes of the combatants, the great Punic wars of classic Rome sank into the veriest insignificance.

At the time I write I have before me a bulky volume compiled by Mr. Morton, and containing the printed evidence given on both sides in this case. This volume has inscribed upon it, in gilt letters, the words "Sinners Rewarded" as its title. My humorous correspondent, in sending me this book, for such John Morton is, warns me against the dangers I incur in its perusal, intimating that it is as formidable as the iron chest in which the Marquis of Queensberry placed his big collection of plans, specifications, accounts, &c., in connection with the building of Drumlanrig Castle. To this chest he attached a steel plate ; on it were inscribed these words—

"The De'il pick out his e'en
Wha daurs to look within."

In spite of the warning I have looked within.

Some of the exhibits printed therein are amusing enough. Here is an extract from one of the Singer Company's catalogues under the date of 1863 :—"The history of the Singer Manufacturing Company's Sewing Machines affords most convincing proof of their superiority and excellence. It dates back to the earliest efforts of the human mind to design and construct the muscles of iron and steel to perform the delicate and wearisome labour hitherto done only by those of the human hand." Here is another from a later date, probably 1866 :—"Caution. In consequence of the high reputation and ready sale acquired by the Singer Company's Sewing Machines, unprincipled persons have attempted to make and sell numerous counterfeits under the pretext of being second-hand or made on the same principle as the Singer Manufacturing Company's. Some of these worthless imitations bear the name of Singer in order to make the deception as complete as possible. In either case the purchaser finds when too late that all such fraudulent articles are of the poorest quality, both with regard to the quality of the material, finish, and adjustment, and are utterly inefficient and incapable of executing the required work. Taking this into consideration, together with the risk of using them without authority, it may be said truthfully that to buy them is only to throw money away."

The trade-mark has been already described in a previous chapter, consisting of a shuttle intersected by needles and a line of cotton, the latter in the form of the letter S. It is significant of remark that this design has

never been in any way imitated by other makers. And the word "Singer" is no more part of the trade-mark than the word "Company." In the preparation of evidence in connection with the case the "pursuers," for such the plaintiffs are called in Scotch law, appear to preponderate very considerably over the defenders, or defendants as we should term them. Not only did they produce long and extended proofs in Glasgow, but they had a Commission appointed for the taking of evidence in London. And at this Commission there appeared no less than six witnesses, all on their behalf. Amongst these were Richard Hunting, the manager of Wheeler & Wilson's business, Norris Parnley Stockwell, manager of the Howe Machine Company, Sir Peter Tait, Donald Nichol, and others. I had been waited upon by Messrs. Kimball and Morton, who had asked me to give evidence, and had obtained my consent, but I was not called. And at this Commission no rebutting evidence was produced.

Looking over this evidence, as it now appears in print, there does not seem to be that perfect agreement between the two defenders, Kimball and Morton, in their definition of what they call the Singer principle.

In the first, that of Mr. Kimball, prominence is given to the gear wheels as chief feature, but an unfortunate phrase is used. When asked to define what he means by the Singer principle, he depones "a machine made after the style of the pursuers' machine." Mr. Morton's is much fuller and better. He says "it consisted in four things: 1st, the gear wheels; 2nd, the heart cam; 3rd, the check lever; and 4th, the inclined plane or feed." Now these features as stated are all peculiar to the Singer machines, part of them appear in the larger and heavier class known as the "No. 2" or "Manufacturing," but the whole of them appear in the Family class. The heart cam, it may be stated, since the expiry of the 1853 patent, and even before, has been largely employed in other, especially hand, machines using a needle and shuttle.

The evidence adduced even at this time of the use of the word Singer by others making a similar class of machines, as a descriptive term, and simply as such, and always qualified by either the name of the maker or by a fancy term, such as "Lion Singer" or "Crown Singer," was considerable; but by no means so extended as it might have been, and the preponderance of important witnesses on the part of the Singer Manufacturing Company evidently exercised a very weighty influence on the successive judges before whom it was presented, viz., the Sheriff Substitute and the Sheriff Principal.

The following is the judgment as pronounced by the Sheriff:—"Having heard parties on the record and proof, finds in point of fact, 1st, that the petitioners are the successors in business of I. M. Singer & Co., and have since 1863 carried on the business formerly conducted by that firm of manufacturing sewing machines in America and Scotland, and of selling the same in many places in America, Great Britain, and elsewhere; 2nd, that the machines so manufactured and sold by said petitioners have come to be designated and known as 'Singer's' or 'Singer sewing machines,' and that said word 'Singer' is understood by the public as pointing out that the machines sold under the name are the manufacture of said petitioners; 3rd, that the respondent has sold machines not manufactured by said petitioners, to which he gives in advertisements the name of 'Singer'; 4th, that this has a tendency to mislead the public and to injure the sale of petitioners' machines. Finds, in point of law, that the petitioners are entitled to interdict against the respondent so using the name of Singer, therefore grants interdict as craved and decerns; finds the respondent liable in expenses of which allows an account to be given in, and remits the same when lodged to the auditor to tax and report.—(Signed) A. BEATSON BELL."

In a long note appended, the argument on which the judgment is based is stated pretty fully. It contains, however, very little reference to the patents which had been taken out by or on behalf of the company for the machines in their completeness, and for all the prominent details as successively added, and which had been the boast and the mainstay as it were of the company—their very sheet-anchor, in fact, during the period of nearly twenty years which had preceded the action then being tried. It is a striking feature, which will be more fully developed and illustrated hereafter, the boast of I. M. Singer & Co. had been the patents which surrounded their inventions. Yet from that period onwards and down to the present their policy has been to disclaim the patents or their ownership of them; to assert that where such patents existed they were only for small and minor details, and to maintain that their reputation was founded on no continuous system or principle of construction, but merely and entirely on the uniform excellence of their mechanical workmanship and the superiority of the materials employed.

In view of this, it is interesting to glance at some of the circulars and catalogues of the company or its predecessors which formed exhibits in the suit under review. In one of these, bearing date New York, December 6th, 1853, which was issued shortly prior to the combination arrangement of which we have spoken in connection with Elias Howe, the circular in the most vigorous manner attacks Howe and his tributaries, Wheeler & Wilson, Grover & Baker, and others, threatening them with all the penalties of the law for alleged infringement, and concluding with the following:—

"RECAPITULATION.

"From what has been stated, the public can perceive:—

"1st. That we have a valid licence from the original inventor of the needle and shuttle sewing machine to use his invention.

"2nd. That we are the sole owners of the original patent upon the sewing machine.

"3rd. That we are the sole owners of the original patent of Morcy & Johnson, embracing the principle of forming a seam by the loop-stitch.

"4th. That we are sole owners of the patent granted to Isaac M. Singer, August 12th, 1851, for improvements in the needle and shuttle machine.

"5th. That we are sole owners of the patent granted to Isaac M. Singer, February 13th, 1852, for further improvements in the needle and shuttle machine.

"6th. That numerous persons are engaged in infringing upon our patented rights, against whom, with all convenient despatch, we intend to commence and prosecute suits to obtain such redress as the law will give us.

"I. M. SINGER & Co.

"New York, December 6th, 1853."

The references in the 1st and 2nd paragraphs of this Recapitulation must be understood to refer to a patent of Walter Hunt, a gentleman of New York, who took out a patent some years before, but made no use of the same.

Here is another extract a few years later:—

"Their Unrivalled Prize Medal Lock-Stitch Family Sewing Machines.

"By Royal Letters Patent.

"The principle of the Singer Manufacturing Company's sewing machines has not been changed since their first introduction to the public," &c.

Yet another, dated 1870:—

"CAUTION.

"The high reputation of the Singer Manufacturing Company's sewing machines has led to numerous attempts to make and sell spurious imitations, which are usually offered as the Singer, or under the pretext of being made on the 'Singer' system," &c.

"No Machine sold as 'The Singer' is genuine without this Trade Mark stamped on a Brass Plate and fixed to the Arm."

TRADE MARK.

"The Public are warned against the purchase of Counterfeit Machines sold as 'The Singer' in violation of the Company's legal rights."

"Registered Trade Mark."

"The above cut represents the company's trade-mark plate which they fix to the arm of their machines as an additional protection to the public against the deceptions of parties advertising for sale worthless counterfeit machines as 'the Singer.'"

Numerous as were these exhibits and others of a similar character, and strong as was the evidence afforded by them in rebutment of the claims of the pursuers, the judgment of the Court was that we have recorded, first delivered by the Sheriff Substitute and affirmed by the Sheriff Principal. It was re-affirmed on appeal by the Court of Session, but was not carried to the final Court of Appeal, the House of Lords. Thus terminated this famous case.

(CONCLUDED THROUGH THE DEATH OF THE AUTHOR)

DEATH OF MR. NEWTON WILSON.

Those members of the trade who, at the dinner of the H.T.P.A. in March last, heard Mr. Newton Wilson's peroration to his remarkable little speech thanking them "for their kindness to one passing from the field of labour," will scarcely be astonished to hear that he "crossed the bar" on the 8th of last month. Death has for two years past seemed to have marked him for its own at any moment, but the almost superhuman efforts of his two sisters could not longer avert, though it delayed, the effect of a railway accident fifteen years ago, causing spinal injury and inducing various internal troubles. Thus has passed away, in his 67th year, one of the most extraordinary men of the century, looked at from a commercial, legal, or political point of view. With politics we have little concern, so content ourselves with saying that for many years no gathering of metropolitan municipal reformers was complete without the presence of Newton Wilson, who, whilst drawing the line at pure Socialism, believed in a single government for London, and that endowed with the fullest possible attributes. From this it may be inferred that his sympathies were Liberal, and when some two years ago he was compelled through growing infirmity to sever his connection with active political life, North London Liberalism lost one of its hardest and most conscientious workers.



NEWTON WILSON IN HIS PRIME.

Politics, however, were but a form of relaxation to Mr. Wilson, his commercial career being associated with the sewing machine to a greater and more varied extent than any other Englishman. There exist to-day comparatively few who remember Newton Wilson as an active member of the trade, as he entirely gave up the business in 1890, and even five years earlier had begun to decline the same. He is thus more generally known as a contributor of interesting articles to the *Sewing Machine Gazette*, which induced the editor to inscribe the floral wreath laid upon his coffin, at the desire of the trade:—

"With the Respectful Remembrance
of the Sewing Machine Trade
To Its
Historian."

And no tribute, we are assured, would have been more pleasing to him, as he had quite outlived any other than a sentimental interest in a piece of mechanism with which he had been connected from its birth to its recognition as a necessity in every household. As in Highgate Cemetery we watched Mr. Wilson's wasted corpse lowered until only two thin boards separated it from that of his deeply-lamented wife, erstwhile also a power in the trade, who had preceded him to rest five years before, we could not help recalling the regret, expressed a few days before peaceful sleep overtook the historian, that his task could never be completed. Mr. Wilson's article, then, in our present number, is the last we shall be able to give to our readers, and thus a series of papers interesting alike in fact and diction is abruptly terminated. It is, however, a source of great satisfaction that Mr. Wilson has recorded for the benefit of future ages the earlier history of the sewing machine trade as no other person could have done, and brought his record down to comparatively modern times.

Careful readers will note that Mr. Wilson's history is broken off just at the commencement of the long period of legal strife which somewhat embittered his career. We refer to his trade-name litigation. It is somewhat curious that this should be the case, and that before he could lay bare the details of a long and acrimonious contest in the Courts he should be called away to where the right for one manufacturer to use a trade name created by another cannot be of the slightest concern. It is, we take it, the duty of a biographer to draw such instruction from the life of his subject as the facts allow, and there can be no question as to this trade-name dispute having been one of the greatest blunders in Mr. Wilson's experience. Well do we remember, a few months ago, in talking over this matter, to have asked Mr. Wilson was this litigation expedient? "Expediency," he replied with feeling, "never dictated my action. I felt that I was in the right,



NEWTON WILSON'S LAST PHOTO.

and that was all I cared about." We are certain, however, that some regard paid to the question of expediency would have been vastly to the advantage of our historian, and instead of his dying comparatively poor he might have been classed as the most successful man that the sewing machine trade has produced. But his extraordinary energy and ingenuity were frittered away on law with an antagonist who, commencing in as lowly a way as himself, has developed under no better or wiser management than he himself was capable of, until it is now known in every civilised village in the world. It is indeed strange that every person who has fought for the right to use the word "Singer" on a sewing machine has suffered serious financial reverses, compared with the originators of that name and their lawful successors who have advanced from conquering to conqueror!

As we so recently as 1892 gave a very full account of the life of Mr. Wilson, we do not now propose to give more than the barest outline of his remarkable career. He was born on May 3rd, 1827, in Manchester, the son of a well-known cotton spinner and manufacturer, of Portland Street, Manchester. William Wilson, the father, in starting life as a clerk in a cotton mill, appended to his desk the motto, "Whatsoever thy hand findeth to do, do it with thy might," and it cannot be denied that the son, on entering his father's employ directly on leaving school,

also made this a guiding rule. For twelve years he worked his hardest until, in 1854, he commenced business on his own account in Cooper Street, Manchester.

As Mr. Wilson has pointed out, it was neither Elias Howe nor William Thomas who introduced the first practical sewing machine into England, but the credit is due to an American, Charles Tiot Judkins, who was the owner of the patent taken out by Edward Joseph Hughes, August 10th, 1852, which included in its specification the Grover & Baker and the Singer No. 2 machines. Judkins employed the predecessors of Messrs. Bradbury & Co., Limited, a young firm of Oldham mechanics known as Sugden, Bradbury, & Firth, to make his machine, but they never completed the contract. In 1854 they called on Mr. Wilson, and induced him to take up the manufacture of the machine, then called the "Lancashire." Thus it happened that Newton Wilson was connected by a mere accident with the manufacture in this country of the first practical sewing machine, and was drawn into the long series of patent disputes which, starting in 1856, lasted a number of years, to the detriment of the trade and the great pecuniary loss of Mr. Wilson.

The subject of our sketch possessed a fine sense of humour, which he turned to good account when in 1857 he opened his first depôt at 144, High Holborn, London. The sewing machine at this time was scarcely an article of commerce—merely a clever novelty. It was necessary, therefore, to keep other articles on sale, which accounted for the new business being advertised as follows:—"Something new under the sun—a chair with which the baby nurses itself. Send for prospectus, or, better still, send for a chair."

We have before us a collection of papers, &c., used by Newton Wilson on commencing his business. His plan of popularising the sewing machine was to hire a room in townhalls or exchanges, and invite ladies to call and see the invention. There are still extant a number of these invites in the form of a card printed in gold and embellished at the corners with pictures representing painting, chemistry, the steam engine, and last, but not least, a lady in her drawing-room treadling a sewing machine. The lettering on the card is as follows:—"Admit ——— and Party to a Private View of the Boudoir Sewing Machine of Newton Wilson & Co. In Action, at Drawing Room, Free Trade Hall (Manchester), on 6 Oct., 1858, inst., from 12 till 5 o'clock." The "Boudoir" was positively the first domestic machine constructed, and produced both the single and double-thread loop stitches. It was made by Harris & Bigelow, of Boston, and Mr. Wilson acted as their sole British agent. It was retailed at £14, but as the cost of selling was £5 on each machine, the net profit was merely nominal. A year later, 1859, Mr. Wilson visited the States, and secured the agency for the Grover & Baker, which machine he introduced to the public in the same way as the "Boudoir." The Grover & Baker Company having opened a shop of their own in London in 1864, Mr. Wilson decided to manufacture on his own account. He thereupon bought the business of Campion and Johnson, of Nottingham, and, with Mr. Campion as foreman, commenced the manufacture of the Howe, the Duplex, and the Singer No. 2 machines, and his first lawsuit with the Singer Company arose in connection with the latter machine. A year later an action was also entered against him in connection with the "Duplex."

Thus far Mr. Wilson had only copied or sold other firm's machines, but in 1866 he patented the first practical hand machine, which went under the names "Queen Mab" and "Cleopatra." He then began to make money out of the sewing machine trade, but suit after suit was entered against him so that he could not accumulate it. In anticipation of 1866, when most of the "master" patents expired, Mr. Wilson adopted a trade-mark, and was quickly followed by Singer's, Wheeler's, and others. Now commenced the lawsuits to which we have previously referred. The first one was tried in the Liverpool County Court on November 29th, 1865, John Baron being plaintiff. The decision given was that Mr. Wilson, by describing on his invoice a machine made according to Howe's expired patent as a "Howe's machine," had no fraudulent intent, and the plaintiff was non-suited. The Singer suit was not commenced until August, 1874, and has really never been finally settled. Our readers well know that Mr. Wilson's contention was that when a patent expires the name by which it was formerly known falls into the public domain equally with the right to manufacture the article. He always held, however, that it was the duty of manufacturers to take every reasonable step to prevent the public from being deceived to the detriment of the original patentees.

Space does not permit of our going further into details, so we must refer those interested to the *Sewing Machine Gazette* from January to April, 1892. We might add, however, that in addition to being the first Englishman to make and sell a practical sewing machine, he was also one of the first bicycle manufacturers. For a number of years he owned the Pope Street Works, where sewing machines and cycles were made until 1887, when the former were given up, and under the name of the St. George's Engineering Company cycles alone are now produced. These works at one time afforded accommodation for 500 men, most of whom were sewing machine hands.

Mr. Wilson finally retired from the trade in 1890, and since then, until his death, bore a martyrdom of suffering with true Christian forbearance. We have previously stated that he was much interested in political questions, but he also concerned himself in religious and philanthropic work. He was a man of a very pleasing disposition, made friends in every circle in which he moved, and was untiring to serve his friends. We must say for our part that we feel that in Mr. Wilson's death we have suffered a loss which can never be repaired, and our grief is only tempered by the fact that his disease was absolutely incurable, and that it was for his good that he should not longer live to suffer continuous pain.

DEATH OF ANOTHER SEWING MACHINE PIONEER.

By the death of Mr. Nesbit D. Stoops, in Philadelphia, on the 26th of April, yet another of the pioneers of the sewing machine industry has departed this life. The deceased gentleman, who was 62 years of age, had been suffering for some few months from Bright's disease, and it was of this malady he died.

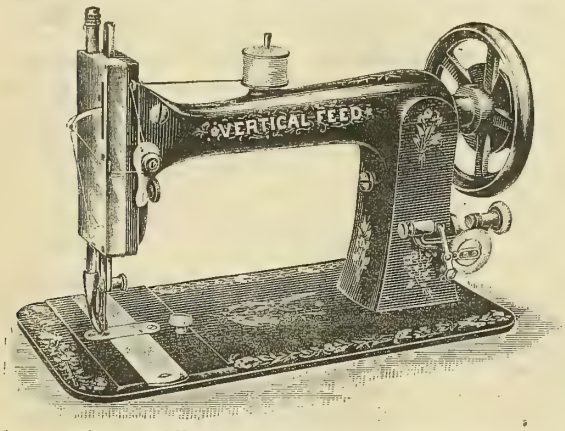
Born in the early part of the present century, Mr. Stoops first became associated with the trade in 1856, when, says the *Sewing Machine News* of New York, he had a machine shop in Boston, U.S.A., where he was employed by Mr. A. F. Johnson in making a working model of a sewing machine, of which the latter claimed to be the inventor. The course of events were such, during the legal battles of the famous "combination" formed by the Wheeler & Wilson, the Grover & Baker, and the Howe companies, in which Mr. O. B. Potter was so actively engaged, that Mr. Stoops acted as an expert, and gave valuable evidence. As will be seen, therefore, N. D. Stoops fought side by side with such men as O. B. Potter, Nathaniel Wheeler, I. A. Hopper, and Elias Howe, junr., in the fight for the preservation of the rights of the pioneer companies against the interpolations of rivals and imitators.

As we look back, not only in America but at home also, we are sad as we see these noble veterans—having fought a good fight—passing away from among us. The closing months of '93 saw the last of two who were long engaged in the trade—Mr. Wheeler and Mr. Potter—and just now two more have gone—Mr. Stoops in America, and Mr. Newton Wilson in England. We are reminded, as we write, of the closing sentence of what, perhaps, was the last public speech of Mr. Newton Wilson, in which he referred to himself as "one of the old veterans fast passing away from the field of labour."

The veterans have passed away, but never will their pioneer work be forgotten, for by their own efforts did they lay the foundation on which has been erected a lasting monument to their sterling worth—an industry which, prior to their advent, did not exist, and which was founded, fostered, and fought for by these heroes until they were overcome by "the last enemy, which is death," for up to the last Mr. Stoops did business for the "Household," and Mr. Newton Wilson also, infirm though he was, was active with brain and pen in the compilation of his "History of the Sewing Machine" almost until he "crossed the bar."

THE NEW "V.F." MACHINE.

The Vertical Feed Sewing Machine Company have now on show at their chief European office, 24, Aldersgate Street, London, E.C., a specimen of their new family machine. The old style "V.F.," although a splendid machine for either plain or fancy sewing, was a trifle noisy, and not so roomy under the arm as was desirable. The new machine, on the other hand, possesses all the advantages of the old, but can now be said, in all confidence, to



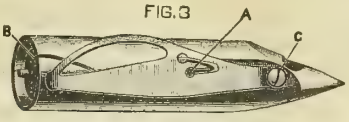
be so quiet and light running that it seems practically impossible to further improve it in these respects, and the space under the arm is also all that is required.

Briefly stated, the improvements comprise a new method of operating the shuttle driver by means of an eccentric on the top shaft working a fork. This allows of the machine running exceedingly light.

The take-up is now positive, and is worked from a cam, which reduces the noise considerably.

The tension is now placed in the front, and consists of two discs, the outer one having a lever for ease in releasing the thread.

FIG. 3



The arrangement for fast and loose pulley is also improved. Instead of a clip and spring there is now used a screw stud, which requires less than one turn to make the change.

The winder is also slightly altered, but a considerable improvement is effected in the shuttle. This, as shown in our illustration, is now cylindrical, easy to thread, and more capacious.

We congratulate Mr. G. W. Phillips on his company's latest triumph, and since it is offered to the trade at no increase in price no doubt agents will give it the encouragement it deserves.

THE SHOE AND LEATHER FAIR.

As we went to press with our last issue the "First International Shoe and Leather Fair" was just starting on its career, which was successful to a remarkable extent. As before stated, it was under the management of Mr. John T. Day, the editor of the *Shoe and Leather Record*, and in spite of all previous exhibitions of a similar character being more or less failures, his indomitable spirit and enterprise has effected a total change, even for a first attempt. What next year's "Fair" will be like we do not know, but we should not be far wrong if we prophesied that the ground floor of the vast Agricultural Hall and one-third of the immense gallery will be incapable of again accommodating all the exhibits, but that every inch of space will be required.

But an exhibition—although most of the stands are constructed to a set design never before attempted except for a long "run"—cannot be a success unless the exhibitors are able to do sufficient business to compensate them for the cost and trouble. Mr. Day's "Fair," we heard on all hands, not only answered to this test, but the exhibitors appeared astonished at the volume of the trade done.

Most of the exhibits were outside our "field," and space does not allow of our doing more than refer to four of the many stands.

THE WHEELER & WILSON MANUFACTURING COMPANY.—This worthy company occupied a central position with a thoroughly practical display of their numerous sewing machines. We noticed all the old favourites among manufacturers, such as the No. 12, D 12, and D 12 seam-trimming machine. They appear to be able to supply machines for performing operations never before dreamt of. We refer particularly to a new crewelling machine, of which we shall have more to say at an early date. We might just state, however, that this machine does "half-chaining" at a speed and with such perfection as is impossible in the case of hand work. Another novelty was a machine for producing ribs on the backs of gloves, and it does this at a high rate of speed, and yet the character of the work must satisfy the most fastidious. As is usual with this company, they hired a number of operators from shoe factories to perform their ordinary duties in view of the public, and some thirty machines were run by power. The stand was tastefully arranged and well looked after by Messrs. Bayne & Clay.

THE SINGER MANUFACTURING COMPANY.—A few yards distant was located Singer's stand. They, too, exhibited a full range of machines for almost every sewing operation required in the shoe trade. We specially noticed their zig-zag, fancy stitch, and button sewing-on machines. Further, the "elastic" for shoe repairers with universal feed, and the button-hole machine were specially worthy of examination. Of course the company showed a number of their domestic machines, and did not forget to embellish their stand with specimens of machine art work, including the life-size representation of a giraffe entirely produced on a "Singer" machine.

I. L. BERRIDGE & CO.—This well-known firm exhibited the "Reece" and the "American" button-hole machines. Mr. Fair, their London representative, was kept busy showing his ingenious "barring" machine, also the "Union" button sewing-on machine run by power.

FINLAYSON, BOUSFIELD, & CO.—This old-established firm of thread manufacturers had on exhibit specimens of a new cop to take the place of bobbins in sewing machines. The Wheeler & Wilson Company are using these cops, and with great success.

WARNING TO PIANO DEALERS.

At the Lambeth Police Court, on the 16th ult., J. H. Bohun, an auctioneer, carrying on business at Camberwell Green, appeared to answer a summons taken out on behalf of Carl Bechstein, for unlawfully exposing and having in his possession for sale a certain pianoforte, to which a forged trade-mark and false trade description had been applied, or to which a mark so nearly resembling a trade-mark as to be calculated to deceive was falsely applied.—On another summons, J. Rode, of Hinton Road, Loughborough Junction, was summoned for causing the pianoforte in question to be exposed for sale.—Mr. W. Berridge, a clerk in the service of Mr. Bechstein, said the firm's registered trade-mark was the word "Bechstein." On May 9th, in consequence of what he heard, he went to the auction-rooms of the defendant Bohun, and there saw a pianoforte bearing the words "E. Rechstein and Sohne, Berlin." The letter "R" in Rechstein looked very like the letter "B." It was an English piano, and was worth about £25.—Cross-examined: He did not know that three years ago there was a manufacturer of the name of Elias Rechstein at Berlin.—James Barnett, a clerk in the employment of the complainant's solicitors, said he called upon the defendant Rode, who described himself as a pianoforte manufacturer and dealer. Rode told witness that he bought the piano about two years ago from a Jew commission agent, and said the label was on it when he bought it. The defendant told him that he had never heard of the firm of Bechstein.—Mr. Hopkins said he could not come to any other conclusion upon the evidence except that it was a colourable imitation. The Act of Parliament made Mr. Bohun, as an auctioneer, personally liable for having the pianoforte in his possession, but he (Mr. Hopkins) was satisfied that he did everything he should have done, and the penalty as against him would be nominal. Mr. Bohun must pay a penalty of 20s. and 2s. costs, and Mr. Rode must pay the full penalty of £20 and £3 3s. costs.

THE PROPOSED ALTERATION OF THE MERCHANDISE MARKS ACT.

In our last issue we stated that it was proposed to amend the above-mentioned Act and gave full details. Since then Colonel H. Vincent moved the second reading of this Bill, and said it was designed to remedy a defect in the Act of 1887. Goods could come in from Germany unmarked; they might be made in German prisons, and yet there was no indication of their origin. The Bill had nothing to do with Protection or Free Trade, but was intended simply to enable purchasers in this country to tell whether goods were of foreign or English manufacture. The Trades Congress had approved of the measure.

Mr. Mundella opposed the Bill, which he observed did not touch prison-made goods from Germany, but required that goods imported should bear a mark showing the country from which they came; and that would be impracticable. How would it be possible to mark every one of the thousand millions of eggs imported, every yard of ribbon, and every fan? Such an idea was the most absurd dream that ever entered the mind of man. This was really a measure for carrying out the principle of Protection; it was intended not to facilitate, but to hamper, British trade, while its effect would undoubtedly be to ruin the import trade of this country.

Colonel H. Vincent said that the Bill had never been read a second time, and that the objection to it always came from the party now in power.

Mr. Mundella repeated that the late President of the Board of Trade repeatedly objected to the principle of the Bill. The aggregate imports into this country amounted to £400,000,000 of goods a year, and the Bill proposed that every article that could be marked should be marked. We imported every year a thousand millions of eggs, and under the Bill every egg would have to be marked. (Laughter.) The Bill was nothing else than one for Protection. It would put every foreign country that imported to this country under enormous disabilities. How could every piece of ribbon or toy from Japan be marked? It was a Bill not to facilitate trade, but to hamper and harass trade, and would be ruinous to the import trade of this country. (Hear, hear.)

Mr. J. H. Wilson considered that the right hon. gentleman took an extreme view of the Bill. What was objected to was that foreign-made goods were sold as British goods. (Cheers.) He supported the Bill as one which had been demanded year after year by Trades Unionists.

Mr. H. Wilson thought the right hon. gentleman took an extreme view of the Bill, which proposed that the mark of origin should be placed on all foreign-made goods.

Mr. Muntz said that the Bill would not prevent the importation of anything into this country, except when it ought to be prohibited.

Mr. Warner thought that the objections of the President of the Board of Trade could be met when the Bill got into Committee. He hoped the right hon. gentleman would withdraw his opposition to the second reading. ("No," and "Hear, hear.")

Sir J. Joicey was surprised that any member calling himself a Free Trader should support this Bill, which was nothing more or less than a measure to protect certain industries. If it passed it would be a great disadvantage to the consumers of this country, and also to the vast number of working men who were engaged in export industries. (Cheers.)

Mr. G. Bowles observed that if it was Protectionist to tell the truth about the origin of goods, then he, though he never knew it before, was a Protectionist, and every honest man should be so on this subject. The President of the Board of Trade was against telling the truth. (Laughter, and "Order.")

Mr. Roby said there was nothing more injurious to trade than the continual stoppage of goods at the Customs. It would be impossible to carry out the provisions of the Bill in anything like a rational manner. If the measure passed into law it would be simply intolerable.

Mr. G. Palmer also opposed the Bill.

The Attorney-General agreed with the hon. member (Mr. Bowles) that the truth should be told in the case of goods that were marked, and reminded him that the law already made false marking penal. The great fault of this Bill was that it sought to enforce a statement as to the origin of goods in cases where such a statement could not be made without inflicting great difficulty in the way of our import trade.

Colonel H. Vincent moved the closure, which was agreed to.

The House divided, when there voted—

For the second reading		157
Against		183
Majority against...		—26

The motion for second reading was accordingly lost.

HARROP'S PATENT COMBINATION.

We have heard so many complaints the past few weeks as to the unsatisfactory condition of the perambulator trade, that it gives us great pleasure to learn that Mr. John Harrop, of Tib Street, Manchester, has little to



complain of in this respect. He is particularly busy with his new patent combination carriage and mail cart, and deservedly so, for it is one of the most ingenious and



useful carriages yet introduced. It is convertible into four styles, of which we show two positions.

Our readers should apply to Mr. Harrop for a copy of his poster, printed in colours, which illustrates the various combinations

GREAT CHANGES IN THE SINGER CO.'S ORGANISATION.

About a year ago Mr. Sydney A. Bennett, of New York, came to England to take charge, *pro tem.*, of the business of The Singer Manufacturing Company in this country, and continued in that position until the arrival of the President of the company about eight or ten weeks since. Mr. Bourne, the President, did not find the condition of things so satisfactory as he had a right to expect, and in the adjustment of affairs it transpired that Mr. Bennett resigned.

Mr. Whitie having retired on account of failing health, it was necessary to appoint a successor, and the choice fell on Mr. Henry Raper, who has been connected with the company since 1871. The appointment of Mr. Raper as general manager for the United Kingdom will scarcely come as a surprise to such of our readers as have watched his career, particularly that of the past five years during which he has managed the company's London district with signal success.

What is known as the foreign business of the company has now been separated from the British, which means that France, Belgium, and Switzerland, also the Cape and India, will now report direct to America. But it is arranged that business done with the latter countries shall be placed under a department with an office in Queen Victoria Street, E.C. Mr. Mitchell will be in charge of this new department as the representative of New York.

Among the other changes, we might note that Mr. Dobson and Mr. Robertson have left the company's service; further, that Mr. Wm. F. Spiess has succeeded Mr. Raper as manager of the London district, and as he is well versed in the plans which have been considered boons by all the employes in his new territory, he starts with every prospect of a successful career.

We might add that Mr. Spiess has for four years managed his company's Dublin district, which comprises the southern and western portions of Ireland, with great success, and was previously an inspector in their service. His successor is Mr. Weaving, who has been in the company's service fifteen years, latterly acting as inspector, and possesses an experience which should ensure satisfactory results in his improved position.

JOTTINGS

Mr. W. R. Fisher, for twenty years with the Singer Manufacturing Company, latterly as district manager, first in Bristol and then at Newcastle-on-Tyne, has just started business on his own account. His address is 161, Cleethorpe Road, Grimsby, where he will deal in cycles, perambulators, and domestic machinery. Mr. Fisher bears a first-class reputation as an experienced man of business, and we wish him every success in his new enterprise.

Singer's have just made an important improvement to what is known as their Drop Cabinet machine, and this improved cabinet will be known as the "New Art Cabinet." It is not only so constructed as to allow the machine to be worked either by hand or foot, but it is also a portable machine, and can be moved to any room in the house without inconvenience. Further, it can be used for travelling purposes.

Mr. Henry Savage, late manager of the Singer Manufacturing Company's Beverley Branch, has started business as a domestic machinery dealer at Somerset House, Brunswick Arcade, Beverley Road, Hull.

On the 21st ult. a boy, Charles Albert Baker, of 224, Luton Road, Chatham, was placed in the dock of the Chatham Police Court charged with committing a series of bicycle robberies, and after a long hearing was committed for trial. Considerable interest was evinced in the case, as, from the evidence of the witnesses examined, it transpired that the robberies had taken place over a wide area, the particular one with which he was charged being at Maidstone, and others as far afield as Croydon and Norwood.

The Glasgow Asylum for the Blind, who have lately introduced sewing machines into their institution, and included a training in its use as part of their educational code for the girls of the asylum, held an exhibition on the 23rd ult., one of the chief features of which was the inauguration of the use of steam as the motive power of the sewing machines, thus greatly facilitating the work of the blind machinists. The exhibition was entirely successful.

A novelty in the shape of a piano worked by electricity was recently exhibited by the Sherborne Electric Installation and Dorset Polytechnic Company, Sherborne, Dorset. Mr. E. R. Dale, the head of the firm, has many electrical novelties, among which we observe a useful electric cycle lamp.

The Singer Manufacturing Company have removed their Darwen Branch from The Circus to larger premises at 236, Duckworth Street.

A correspondent informs us that he finds the following omitted from our Patent List:—Provisional protection, No. 6,728, April 4th, 1894. Improvements in mangling and wringing machines, C. J. Griffith, Willesden.

We have received from a canvasser a long letter calling attention to certain new terms demanded by his employers. We are sorry not to be able to give publicity to his complaint, but we have been compelled to decline to print these communications as a matter of principle. He should bring his grievance before the notice of his employer.

The American Sewing Machine Company have removed from Rose Street to Ludgate Square, E.C.

Failures and Arrangements.

HARRY VICTOR LLOYD, Perambulator Manufacturer, Borough, S.E.

The first and final dividend of 1s. 3d. in the pound has been declared in this matter. Mr. Percy Mason, the trustee, has issued a summary of receipts, which shows that the stock-in-trade, horse, van, fixtures, &c., which were estimated to produce £450, only realised £204 6s. 1d., and the book debts realised £157 12s. 2d. instead of £266 7s. 4d. The total assets—less costs of execution, £1 15s.; trading payments, £17 8s. 10d.—realised £363 8s. 9d. The credit account showed payments as follows:—Board of Trade and Court fees, £32 16s. 5d.; law costs of petition, £8 13s. 3d.; other law costs, £13; trustee's remuneration, as fixed by the Committee of Inspection (7½ per cent. on £330 6s. 7d. assets realised, £24 15s. 6d.; 5 per cent. on £155 9s. 8d. assets distributed in dividend, £7 15s. 6d.), £32 11s.; valuers' charges as taxed, £3 12s. 3d.; shorthand writers' charges as taxed, £2 13s. 6d.; costs of possession, £8 2s. 8d.; costs of notices in *Gazette* and local papers, £3 9s. 3d.; incidental outlay, £17 12s. 3d., thus making the total cost of realisation £122 10s. 7d. The allowance to the debtor was £6; the amount available for creditors was, therefore, £234 18s. 2d., and £79 8s. 6d. of this going to preferential creditors, left the amount available for dividend at £155 9s. 8d., on which a first and final dividend of 1s. 3d. in the pound was declared on debts to the amount of £2,487 15s. 2d. The debtor's estimate of amount expected to rank for dividend was £2,912 14s.

JOSEPH HAWTHORN, Sewing Machine Agent, Wellington Street, Kettering.

A receiving order was made in the above, and the debtor adjudicated bankrupt on April 14th.

JOHN BROWN RIX, General Warehouseman, 71, High Street and Blackfriars Street, King's Lynn.

In the above bankruptcy, the following are creditors:—

	£	s.	d.
Lohmann, C....	10	0	0
Midland Perambulator Company, Birmingham ...	10	2	1

JOSEPH HEALE, Furniture Dealer, late Market Street, Torquay.

In the above bankruptcy, the following are creditors:—

	£	s.	d.
Humphrey, Keates, & Co., Birmingham	19	9	3
North London Engineering Co., Waltham Cross	10	6	6

JERRAM SEWING MACHINE SYNDICATE, LIMITED.

A meeting will be held at twelve o'clock on the 7th inst., at Investment Buildings, 67, Lord Street, Liverpool, for account of winding-up.

TOWER FURNISHING AND FINANCE COMPANY, LIMITED.

A meeting will be held at eleven o'clock on the 6th inst., at 14, George Street, Mansion House, for account of winding-up.

SAMUEL CARTER, Domestic Machinery Dealer, Hamlet Road Southend.

The public examination of this bankrupt was appointed to be held at the Chelmsford Bankruptcy Court on May 2nd, before Mr. Registrar, Duffield, but when the debtor's name was called over, no response was given. It was stated that the debtor's whereabouts were unknown, and it was supposed that he had gone to America for an indefinite period. The Registrar, under the circumstances, ordered the examination to be adjourned *sine die*.

JOHN JAMES EDGELL, Cycle Agent and Domestic Machinery Dealer, Newcastle-on-Tyne.

This debtor was publicly examined on the 17th ult. at the Newcastle Bankruptcy Court, before Mr. Registrar Ingledew. The debtor, in reply to questions put by the Official Receiver, said he had carried on business on his own account for thirteen or fourteen years. He took over the business from his former employers, and it cost him nearly £1,000. He paid £360 down, and he had two years allowed him to pay the balance. He had since paid for the business. There were two large debts of a little over £500 which had been lent him by relatives at various times. He went into his financial position in September, 1892, and he then came to the conclusion that he was £2,435 to the good. It was true that he was now £1,500 to the bad, but he did not think at the time that he had taken too rosy a view of his position. He could not understand how it was that his position had altered to the extent of about £4,000 in the course of eighteen months, but when the pneumatic tyres came into fashion there was a great loss on cycles. Solid tyres were now a dead letter, and a machine that cost £9 would not now realise more than 30s. or £2. He had also lost a considerable amount through bad debts. Machines were now usually purchased on the hire-purchase system, and if the customers stopped payment, he had to take back the second-hand and damaged machines, which were not worth anything like the balance due on the machines. He considered that the hire system had been the ruin of the trade. The examination was eventually ordered to be adjourned.

A COUNTY COURT JUDGMENT was registered on March 21st against H. G. Smith & Co., 38, St. John Street, Worcester, machine dealers, for £10 11s.

UNPRECEDENTED SUCCESS.

AT THE

WORLD'S FAIR, CHICAGO,

THE SINGER MANUFACTURING CO.

OBTAINED

54 FIRST AWARDS,

And thus secured the First Position among the Largest Number of Exhibitors that have ever been brought together at any Exhibition.

THIS GREAT TRIUMPH IS LARGELY DUE TO

THE MANY IMPROVEMENTS IN

SINGER'S

NEW SEWING MACHINES,

Which, for Rapid and Noiseless Working, Simplicity of Parts, Beauty of Stitch, and Marvellous Production of Art Work, are

A Source of the Greatest Surprise and Interest

TO THE USERS OF EARLIER STYLES.

MACHINES OF ANYBODY'S MAKE REPAIRED OR EXCHANGED.

THE SINGER MANUFACTURING CO.,

MANAGEMENT FOR THE UNITED KINGDOM — 39, FOSTER LANE, LONDON, E.C.

CITY SHOWROOM: 147, CHEAPSIDE, E.C.,

and 558 *Branch Offices throughout Great Britain and Ireland.*

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

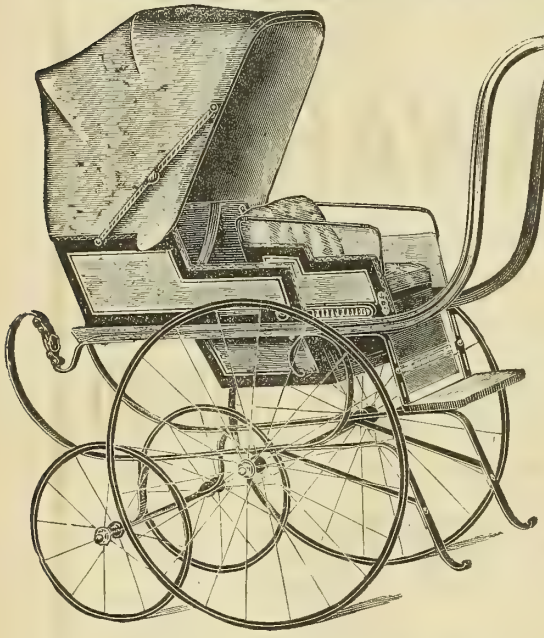
AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

THE "BELL" ORGAN & PIANO COMPANY, LTD.

95, NEW BOND STREET, LONDON, W.

HARROP'S



PATENT COMBINATION

BABY CARRIAGE

AND

MAIL CART.

Convertible to 4 Positions.

GREATEST TRIUMPH IN

BABY COACH BUILDING.

NO DEALER OR HOME SHOULD BE WITHOUT ONE.

Carriage No. 111, 24 × 14 Wheels, **£4 4s**

Provisional Patent No. 16502.

HARROP'S,

55, TIB STREET (off Oldham Street),

MANCHESTER.

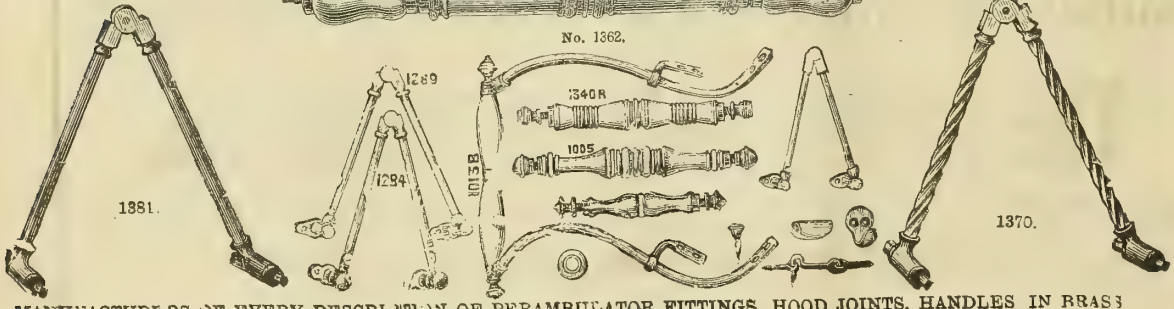
W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

REGISTERED DESIGN



No. 1362.



MANUFACTURERS OF EVERY DESCRIPTION OF PERAMBULATOR FITTINGS, HOOD JOINTS, HANDLES IN BRASS AND WOOD, BRASS HANDLE RODS, TOY FITTINGS, IRON HOOD FRAMES, CANOPY IRONS, SPRINGS, BODIES, &c

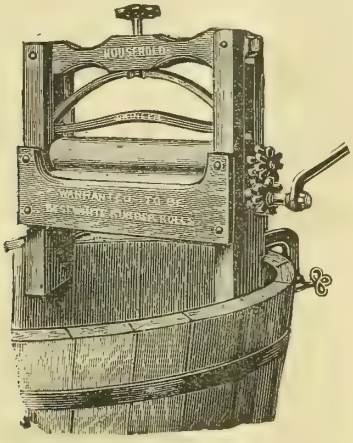
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞



This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown n the sketch.

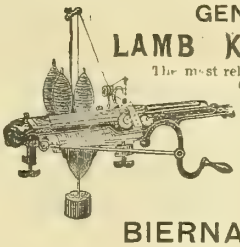
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

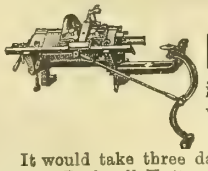
BIERNATZKI & CO.,
44, MANSFIELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Listed per post TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 48, Upper Brook St., Manchester.



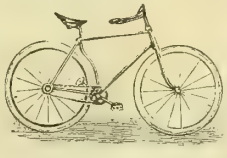
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

A strikingly got up and neatly executed show card has just been issued by the Manchester Cycle Manufacturing Company, giving several photographic illustrations of various sections of their extensive factory.

* * *

The Overstone Cycle, Rim, and Tyre Company, Limited, Coventry, has recently been formed with a capital of £22,000 to take over and continue the business of Messrs. Lloyd, Read, & Co.

* * *

From America we hear of another new pneumatic tyre, designed by Mr. W. R. Barrett, of Passaic, N.J. It has an inflatable tube with the usual valve, an outer split cover with interlocking coils at the meeting edges, washers encircling the valve of the inner tube, while a flexible fastening rod has one end held to one washer, and the other end screw threaded to engage the other washer.

* * *

Not only in America, but at home also, a new invention in air tyres has been completed. For some time Mr. G. W. O. Walker, manager of the Glasgow Rubber Works, has been busy perfecting a pneumatic tyre for carts, 'busses, trams, &c., and recently a practical trial was made. A tyre constructed to Mr. Walker's plans was fitted to an omnibus at Glasgow, in which latter a large party was taken round the city with highly gratifying results, the jolting and shaking so common to vehicles of this kind being almost entirely eliminated.

* * *

We understand that Messrs. Bradbury & Co., of Newgate Street, are prepared to arrange for agencies in London and the South for the sale of their three classes of "Bradbury" cycles.

* * *

New premises have just been opened at Viaduct Chambers, Holborn Viaduct, E.C., by the Cycle Rubber Works, Limited.

* * *

Messrs. Sharratt & Lisle, of the Star Cycle Works, Wolverhampton, have just constructed a new machine to run on ordinary railway lines, the special use for which it is intended being to facilitate the work of the officials of colonial railways.

* * *

Owing to an increasing business the Beeston Tyre Company have had to remove their Paris depot from Boulevard de Clichy to the "Holborn Viaduct" of the gay city—Avenue de la Grande Armée. New premises have also been opened recently by the same company at 52, Queen Victoria Street, E.C.

* * *

We have again to go to press without being able to announce the judgment in the "Clincher" patent case. The trade are much concerned in this matter, but their anxiety will only be tried a few days longer.

At its general meeting on the 17th ult., the C.T.C. carried a proposition by 42 votes to 6 affirming the desirability of making arrangements whereby its members could obtain cycles on more advantageous terms than at present. This is by no means pleasing news for agents as the C.T.C. is an organisation of gigantic proportions.

We are pleased to hear that Mr. H. S. Roberts, of Deanshanger, Stony Stratford, is having a good season. He informs us that he has still a few agencies open, and that our readers can sell his machines on easy terms without investing a single penny of their own capital in the business. He has at the moment an extraordinary good line, viz., a diamond frame pneumatic, to sell at £11 10s.

The American Wringer Company, of 122, Southwark Street, S.E., have commenced the manufacture of cycles in real good earnest They are specially catering for the supply of a medium-priced safety, suitable for an easy payment trade. Our readers should apply for their terms.

The St. George's Cycle Company, of Upper Street, Islington, N., find little to complain of. When we called upon them the other day and were shown over their greatly enlarged premises they were without a single machine in stock. As our readers know, they are not only makers of complete cycles, but also of parts and accessories.

We observe that the Royal Agricultural Hall, N., has been secured by the officials of the '94 Stanley Show for the 18th annual exhibition of cycles, accessories, &c., and that the same will take place from November 23rd to December 1st next. We note that the secretarial duties are now in the hands of Mr. E. A. Lamb, who succeeds Mr. Dring, and can feel assured that if Mr. Dring's successor carries out the duties of his office with as much zeal, tact, and thoroughness as did that gentleman, the success of the show will be as great as heretofore.

A NEW USE FOR PRAMS.

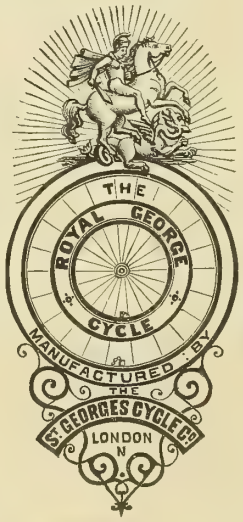
A remarkable wedding took place at the Bristol Registry Office recently. The bride, a prim woman of 43 years of age, wheeled into the office in an old-fashioned perambulator the bridegroom, a crippled man of 45, who from his birth had not been able to walk. He followed no occupation. When supported on his feet, so contorted were his legs that he was only 36 in. high. He asked that he should be married in the perambulator. Besides the usual questions the astonished officials asked the bride if she really knew what she was about. She replied that she was fully aware of what she was doing, and she wondered what the crowd of people outside were laughing at, as it was only a wedding. The parties made the usual declaration as to no lawful impediment to their union, and they were duly married, and as the bride wheeled away her newly-won husband the happy couple were followed by a large crowd who pelted them with rice.

IMPORTANT NOTICE!

THE "ROYAL GEORGE" CYCLES

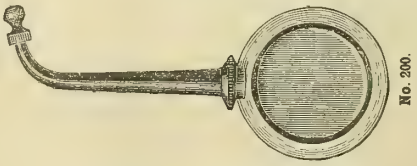
BEAR THIS TRADE MARK.

CYCLES,
FRAMES,
WHEELS,
TYRES,
CEMENTS.



SADDLES,
BAGS,
LAMPS,
BELLS,
WRENCHES.





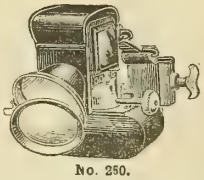
ROUGH AND FINISHED PARTS.

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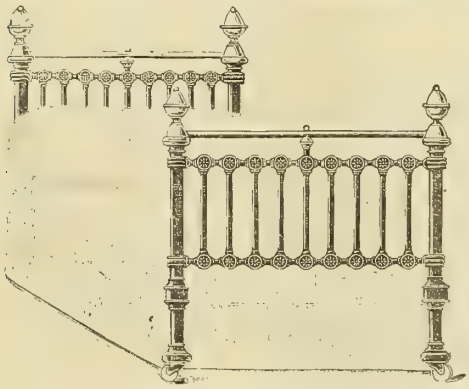
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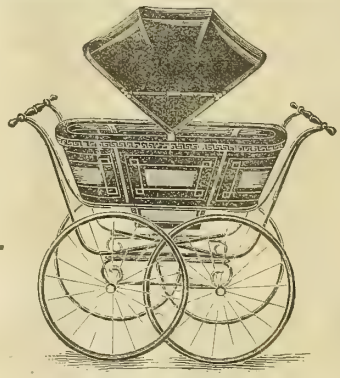
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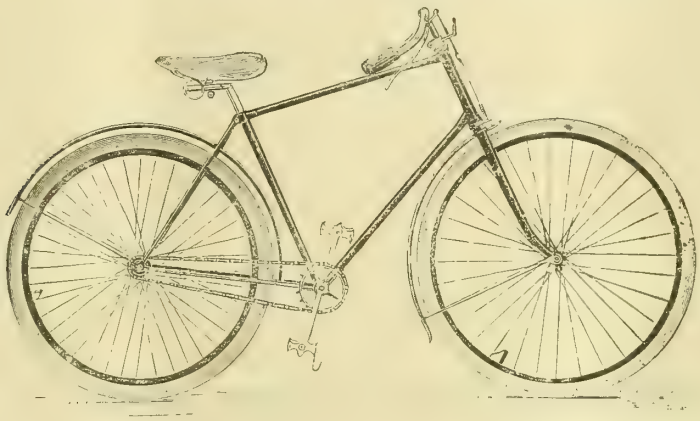
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THE RELATION OF MACHINERY TO COMMERCIAL AND INDUSTRIAL DEPRESSION.

The benefits derived from the use of machinery have thus far outrumbered the disadvantages, and there has been sufficient employment in most countries for the major part of the people; yet there have been serious industrial dislocations consequent upon the adoption of new processes by which the industrial and commercial interests of great populations have been revolutionised, and much suffering brought to displaced artisans and labourers. A notable example of this is found in the effect of European machinery upon the hand-loom industry of India, whereby millions of handicraftsmen were forced into the already congested ranks of agricultural labour. Thus, closing the present account, a balance may appear to the credit of machinery; but what of the future? Indeed, what of the present? And what part machinery has played in bringing about the industrial world's present unsatisfactory condition has recently engrossed the attention of our American contemporaries.

Under the old industrial *regime*, exchanges were slow and of small volume, nearly every country providing the food its people consumed, the greater part of the textiles worn, and the metals used. It was not until feudalism died and industrialism found a home in the free cities that a man's inventive faculties were brought into constant use other than as an aid to the armed hand of the ruler. The decay of feudalism was coincident with the development of industrialism, with the birth of civic freedom, and with an enormous increase of mechanical aids to labour.

Estimating the power of steam and exhibiting its beneficence, by showing the numbers of men and horses to which its applications are equivalent, has been, and still is, a favourite employment with those who only prate of "the progress of the race and the march of improvement." Few think it worth their while to attempt to either measure the present, proximate, or ultimate effect of such tremendous forces upon individual and national welfare and what must be the inevitable result if this "march of improvement" continues without a commensurate increase of the individual power to consume on the part of the great mass of the populations. The mass is made up of wage earners and cultivators, and constitutes at least four-fifths and probably nine-tenths, of the world's consumers of the products of manufacture Nor do those optimists ever stop to inquire if such an increase of consumptive power is probable or even possible.

Fortunately for those living in the nineteenth century they came upon the stage at a time when a great part of the earth's most productive areas, such as temperate North and South America, Australia, and a part of South Africa was being subdued; when new regions were affording ample scope for enterprise and homes and employment for the immense swarms yearly leaving the European hive; when countries were being developed exceptionally productive of all the precious and useful metals, and, more important than all else, assuring, by their ability to grow a great surplus of food and fibre, the comfort of the new populations and those remaining in the ancestral lands. That is, conditions have been the most favourable possible for a great and wholly unexampled increase of agricultural, textile, and metalliferous production and a rapid absorption of the products of manufacture by new communities lacking the capital and equipment necessary for the domestic production of the wares required. The demands of the new communities for manufactures have been supplemented by those of the inferior races who are concurrently subjected to the domination of Western commerce, while the machine-made products of England, Holland, France, and Flanders displaced those of the domestic hand-loom among the enormous populations of India and Asia generally.

Under conditions which have existed respecting undeveloped agricultural areas; the facility with which the emigrating myriads were able to found new homes; the creation of new markets in the younger communities; the extension of commerce among the inferior peoples; the coincident and consequent destruction of a very considerable part of the domestic industries of India and other Eastern countries; the creation of vast manufacturing, transportation, and agricultural equipments, and the ease with which an adequate supply of food and fibre has been secured by the cultivation of newly subdued areas of surpassing fertility—all these, since the inventions of Watt, Whitney, Hargreaves, Arkwright, and Cartwright, have made it possible to multiply the productive power of each labour unit employed in manufacture and related industries almost indefinitely, without effecting such industrial and commercial dislocations as to cause widespread suffering, except in India and lesser districts. But these conditions no longer obtaining, it becomes a very serious question how much further the progressive application of labour-saving devices can be carried without grave disturbance of both industrial and social conditions, unless there shall be a concurrent increase of individual power to consume commensurate with all increase, past and to come, of the unit power to produce. Hence the problem of the distant as well as the proximate future resolves itself into one of the possibility and probability of such an increase of the power to consume as will absorb not only all the commodities which an industrial equipment and labour force already much too great can turn out, but all that can result from further augmentation of each labour unit's productive power. This is the most serious problem that has ever confronted the human race, and is the most serious it can ever confront except the somewhat remote one of providing the food for a population that now increases four times as fast as does the food-bearing area.

This problem involves an inquiry as to the measure in which the unit power of production has increased this century, and in such consideration the *Sun* of the United States of America advances some highly instructive data and able arguments which are reproduced in *Invention*. Adam Smith, we are reminded, died without a knowledge of the condensing steam engine, the cotton gin, or the electric telegraph. He had never seen a railway, steamship, or grain harvester, and knew probably little of the spinning jenny, power loom, or of 1 per cent. of the many thousands of labour-saving devices brought into use during the last hundred years that have certainly multiplied the unit power of production, in the sum of all manufactures not less than fiftyfold—and probably more than a hundredfold. In cotton spinning, one man and two boys now produce as much yarn as did 1,100 spinners using the single-spindle hand wheel; and one operative employed in weaving turns out forty to fifty times as much cloth as did the hand-loom weaver. It is doubtful that there ever can be an equivalent increase of the unit power to consume cotton goods.

In the case of woollen and other superior textiles, the increase of a unit productive has been less, yet it has been far in excess of any possible increase of the unit power to consume. Moreover, in most textile manufactures, the robust hand-loom weaver has given place to the female and child, and this sends the male descendants of the hand-loom operative to the recruiting field in increasing numbers.

Formerly, lace-making was a household industry of great importance in Western and Central Europe, but machine-made lace has displaced the greater part of the hand-made; and while it is impossible closely to approximate the amount of labour thus displaced, it is very great, as has been the distress thereby brought to villager and peasant, whose meagre incomes have been cut in twain, with much of their purchasing power destroyed. Lace is a luxury, and while cheapened production has extended its use, this extension bears but a slight proportion to the labour displaced.

Swiss watchmakers were able to turn out an average of forty watches a year. Each operative in an American factory turns out, we are told, from 250 to 300 watches yearly, machinery displacing fully 80 per cent. of the labour. While the lessened cost of watches has greatly extended their use, such extension is far from being commensurate with the increase of each labour unit's productive power. When the whole population shall be fairly well supplied with an article so durable, and the cost of food shall absorb an increasing proportion of diminishing individual revenues, the power to consume watches will decline, and the displacement of labour will be severely felt in such communities as that of Switzerland. Even now the power to produce is so excessive that prices are maintained only by combinations to restrict the number of watches made. With the multiple forms of wood-working machinery, the labour of one man now equals that of 100 in the days of Adam Smith, except in the finest cabinet and carriage work. Similar reductions have been made in the labour involved in the production of articles made of both wood and metal, and in all such forms the lessened cost of production increases consumption in only a small degree.

In the paper-making and leather industries the labour displaced by improved processes averages, we understand, quite 95 per cent.

The amount of labour displaced by machinery in the boot and shoe trade is a fairly well kept trade secret, but the proportion is very great, although the retail price of the product falls but slowly; and the increase of unit consumption is so slight as to afford no compensation for the increase of the unit power of production. In the very nature of the case there can be no great increase of the unit power to consume.

Telephones are machines which have displaced labour by the elimination of the messenger, but they enable no one to consume the product of labour except as a result of their construction and maintenance.

On the other hand, while the telegraph may be called a machine, it appears to have added to rather than diminished employment. This cannot be said of the general applications of electricity, which are daily displacing more and more labour.

Railways have displaced the stage coach, the canal boat, the carter, and lake and river craft of every description; still it is questionable if their construction and equipment have not, till this time, added to the sum of employment; but for the most of the civilised peoples the work of railway construction and equipment has largely been accomplished, and yet they may be looked upon as wholly beneficent, as aiding the labourer by increasing his mobility and distributing his products, which otherwise, in some cases, would decay at the place of production. In fact, railways and telegraphs differ radically from productive machinery, although they so greatly facilitate production by speedy communication and transport, and by bringing material with regularity to the place of conversion. Yet the sum of labour now employed in transporting by rail a given quantity of commodities is not more than half—if more than one-third—of what it was thirty years since, and the power of the labour unit to transport increases yearly.

A most notable instance of the increase of unit productive power is found in the latest forms of the printing press, which turns out hundreds, and probably thousands, of times as many square feet of printed matter for each pressman employed as did the hand-press of Franklin's day. The type-setting machine is sending the compositor to the rear with great celerity, as other machines are sending to the rear the makers of the cheaper books, while diminishing the labour required on the higher priced. Unlike wheat, shoes, and such like indispensables, the lessened cost of printed matter increases the unit power to consume, but even here such increase is relatively small as compared with an enormous increase of the unit power to produce.

It is impossible to even approximate the increase of unit power of production in such employments as quarrying, mining, and the carriage of sea-borne commerce, by reason of the application of labour-saving devices and the substitution of large steam craft for the smaller sailing vessels. The steam engine, electric lighting of mines, the diamond drill, compressed air, coal and rock cutting machines, and an innumerable array of other devices have lessened in an extraordinary degree the labour force required to accomplish a given end; just as the enlargement of the water craft and the railway vehicle and the substitution of steam for sails have increased immensely the unit power to move commodities and people by land, lake, river, and ocean. This displacement of labour, increasing now at a progressive rate, has been accompanied by not the least increase of the unit power of the labour employed to consume the products of other labour, except in the measure of the reduction in the price of such products.

In the conversion of ore and metals into useful forms, machinery and labour-saving processes have effected nearly as great an increase of the labour unit's productive power as in the case of textiles, although the ratio of increase varies with every product. Still, each workman

now employed in such industries has quite as great an average productive power as had 100 in the days of Adam Smith.

For each operative employed, the Burden horseshoe machine turns out as many shoes as 500 blacksmiths can make with anvil and hammer: and a single nail-making machine turns out for each labour unit employed more nails than 1,000 men could shape by hand.

Although in agriculture the displacement of labour by machinery has been relatively much less than in other forms of production, even in the United States, Canada, Australasia, and Great Britain, where alone it has come into general use, yet so great has been its effect that Mulhall estimates the productive power of one unit of American agricultural labour as equal to that of nine in Europe. If the small size of most European holdings did not preclude the use of machinery, there can be no doubt that the displacement of agricultural labour upon the Continent would be nearly as great as in the United States. In America, notably in the northern and western States, the use of farm machinery has been stimulated by scarcity of labour in recent periods and by the size of farms. Large farms render profitable the use of appliances that the occupier of the small holding can afford neither to buy nor to operate, and this, again, has a very pronounced tendency to increase the size of farms.

Probably the use of labour-saving devices and the cessation in large part of forest removal, have, since 1850, quintupled the productive power of each labour unit employed upon American farms; but it is certain that this increase of the unit power to produce has, so far as the whole food-consuming populations of the temperate zones are concerned, been off-set by but slight increase of the unit's power to consume farm products; and the excessive production of food by reason of the cultivation of too many acres, facilitated and made possible in some degree by machinery, has greatly reduced the power of the labour units employed on the farms in the United States, as elsewhere, to buy of the products of the fabricant's labour. So far as food staples are concerned, machinery, from the very nature of things, exerts a most disastrous effect upon the agricultural wage worker by lessening his employment without the possibility of compensation for the community by increase of unit consumption of farm products. Machinery has driven the farm labourer out of the field and to the crowded railway, mine, and factory, where he competes with others for employment rapidly growing relatively less.

Had it been possible to reduce to the American ratio the labour required to cultivate a given number of acres in Europe, India, China, and Japan, and had the displaced workers been forced into the ranks of those fabricating and distributing wares, as they necessarily must have been, what a frightful condition would now be that of the wage earners of all lands! Yet this would have been but a further exhibition of "the progress of the race and the march of improvement." When we contemplate the possibility of such conditions, we can heartily commend the wisdom of the Chinese ruler who, legend hath it, caused all the farm machinery in the Empire to be destroyed and its reconstruction prohibited upon pain of death, because it robbed the people of the employment necessary to their very existence.

Were it possible to substitute machinery for hand labour in India in the same ratio to cultivated acres as in the United States, nearly or quite half of a population of 300,000,000 would, it is contended, thereby be deprived of the work and earnings absolutely necessary to their existence, as there is no other possible employment.

The industrial equipment of the western nations is quite sufficient to supply the whole world's population with much more of nearly every product of manufacture than can possibly be consumed. There are great and rapidly increasing additions to the industrial equipment of India, China, Japan, and even of such countries as Afghanistan, by the adoption of western processes and the best machinery of European make. The cultivator's power to purchase has been greatly diminished, the world over, by reason of excessive additions to the cultivated acreage, made mostly in the United States since 1870. The revenues and expenditures of artisan and labourer everywhere are steadily decreasing because of lack of work, due to the inability of cultivators to buy as largely as formerly of the product of others, and by reason of the enormously increased power of each industrial unit to produce. Vast masses of labour are partially idle, and retain but little purchasing power, which have heretofore been engaged in the construction of steamships, railways, and existing industrial equipments. All this being so, it would be wholly unaccountable had not activity and prosperity given place to stagnation, vanishing profits, lower wages, idleness, and distress, as well as to a constantly diminishing ability to consume wares for the production of which the available labour is as excessive as the equipment.

Excessive power to fabricate has destroyed much of the power to consume the products of manufacture; and the low price of food and fibre, due only to an excess of cultivated areas and the resulting excess of agricultural production, intensifies this inability to consume by diminishing the landowner's and the cultivator's power to command the products of others.

In short, the commercial and industrial world suffers from such an excess of all forms of productive power as greatly to lessen the consuming power of any given population for everything except indispensable articles of food. And this is wholly due, according to our American contemporary, to an increase of the unit power to produce fabrics; that is, machinery alone has produced this condition.

Only in the direction of soil production is there any great and, at the same time, lasting improvement probable, or even possible; and here only because of man's inability to multiply, with all the aids at his command, the acres which are actually or potentially productive, and which are now so nearly occupied as to not much longer make it possible to produce a plethora of grain, meat, and cotton, &c.

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Machines à Coudre.

Baer & Rempel, Bielefeld, the Phœnix.
Bradbury & Co., Ltd., Wellington Works, Oldham, and branches.
Bradbury, C., 249A, High Holborn, London, W.C., Grimme, Natalis, & Co.'s machines.
Branston Two-reel Sewing Machine Co., 59, Holborn Viaduct, E.C., the Branston Two-reel machine.
Bishop's Cluster Co., 147, Aldersgate Street, London, E.C., the Gloria machine and others.
Eclipse Machine Co., Oldham, Lancs., the Eclipse machine.
Jones Sewing Machine Co., Ltd., Guide Bridge, Jones' machines.
Kimball & Morton, Ltd., Bothwell Circus, Glasgow, the Lion machine and others.
Lohmann, C., Aldersgate Street, London, E.C., the Electra machine and others.
Murdoch, J. G. & Co., Ltd., 91, Farringdon Road, London, E.C., various machines.
National Sewing Machine Co., Fetter Lane, E.C., the National machine.
Patent Button Hole Machine Co., 4, Newgate Street, London, E.C.
Pfaff, G. M., 132, Wool Exchange, London, the Pfaff.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C., the high arm Naumann machines and others.
Singer Manufacturing Co., 39, Foster Lane, London, and branches.
Gordon & Gotch, 15, Bride Street, London, E.C., the Domestic.
Two-reel Sewing Machine Co., Lim., Albion Street, Birmingham, Daniel Jones' Patent Two-reel machine.
Varley & Wolfenden, Keighley, Yorks, the Cyclops machine.
Vertical Feed Co., 24, Aldersgate Street, London, E.C., the Vertical Feed Machine.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.
White Sewing Machine Co., 48, Holborn Viaduct, E.C., the White machine.
Wheeler & Wilson Co., 21, Queen Victoria Street, E.C., the Wheeler and Wilson machine.
Webster, H., 442 & 444, Harrow Road, London, W., the New Home machine.
Zschwinzscher, G., 102, Fenchurch Street, E.C., Biesolt & Locke's machines.

MUSICAL INSTRUMENTS.

Bell, W. and Co., 95, New Bond Street, London, W.
Grover and Wood, 62, Glengall Road, London, S.E.
Lohmann, C., address given above.
Murdoch, J. G. and Co., Ltd. (automatic, etc.), do.
Peters and Co., do. 84, Oxford Street, London, W.
Whight, G. and Co., Regent Street.

KNITTING MACHINES.

Machines a Tricoter.

Biernatzki and Co., 44, Mansfield Road, Nottingham.
Eclipse Machine Co., Oldham.
Harrison Knitting Machine Co., Manchester.
Rothwell & Co., Lim., Bolton.
Stibbe, G., 25, Jamaica Street, Glasgow.

BEDSTEADS.

Atlas Bedstead Co., Bilston, Staffs.

WASHING AND WRINGING MACHINES.

Machines a Laver.

Acme Machine Co., Henrietta Street, Glasgow, rubber wringers.
American Wringer Co., 122, Southwark Street, London, S.E., rubber wringers.
Cherry Tree Machine Co., Cherry Tree, Lancs., washers and mangles.
Kimball & Morton, Bothwell Circus, Glasgow, rubber wringers.
Taylor & Wilson, Atlas Works, Accrington.

BICYCLES.

Eclipse Machine Co., Oldham.
Oxford Cycle Co., Oxford.
St. George's Cycle Co., Upper Street, London, N.
Roberts, H. S., Deanshanger, Stony Stratford, Bucks.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C.
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Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

APPLICATIONS FOR LETTERS PATENT.

7,641. L. E. Blackwell and P. R. Harrison, for improvements in sewing machines.

7,831. J. Harrop, for improvements in or applicable to children's mail-carts.

7,852. W. A. Plunkett, for improvements in the mode of working sewing machines.

8,196. J. Whitehead, for improvements in lubricators for cycles, bassinettes and machinery.

8,309. W. P. Thompson, a communication from J. Ericson, of Germany, for improvements in or appertaining to baby carriages.

8,323. J. A. B. Fraser, for improved apparatus for driving sewing machines.

8,347. R. Wallwork, for improvements in knitting machines.

8,396. H. Sargent, for improvements in sewing machines.

8,437. D. Neilson, J. Brodie, R. Neilson, for improvements in and relating to sewing machines.

8,522. W. Bowden, for improved means for sewing tucks on cloth.

8,608. W. P. Thompson, a communication from J. L. Branson, of United States, for improvements in knitting machines.

8,858. A. E. Parsons, Sidlesham, Chichester, for improvements in sewing machines.

9,116. C. Coleman, for improvements in self-locking adjustable joints for attaching shafts to mail-carts, perambulators, and similar vehicles.

9,131. H. H. Lake, a communication from Jones' Special Sewing Machine Company, of United States, for improvements in sewing machines.

9,142. W. H. Brickley, for improvements in sewing machines.

9 202. W. H. Farmer and G. Taylor, for improvements in plaiting machines.

9,312. G. Stibbe and J. Howie, for improvements in and relating to knitting machines of the "Lamb" class.

9,381. H. J. Haddan, a communication from the Goodyear Shoe Machinery Company, of United States, for improvements in boot and shoe sewing machines.

9,459. H. Kiddier, for improved apparatus applicable to straight bar knitting machines.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

(Price 8d. each.)

9,516. *Driving Mechanism for Sewing Machines.* D. Jones and H. P. Trueman, both of The Two-Reel Lock Stitch Sewing Machine Company, Limited, of Birmingham. Dated May 12th, 1893.

In hand driving mechanism for sewing machines a flexible band is employed, having holes formed therein adapted to engage with studs or pins on the driving and driven wheels respectively, to prevent slipping and ensure a positive motion. A folding crank arm is also employed, adapted to be fixed at varying distances from its centre. In some cases the folding crank arm has a spring wound about its pivot and a stop peg to limit the motion.

11,991. *Button-hole Sewing Machine.* J. Gutmann, of Berlin. Dated June 17th, 1893.

For the purpose of making button-holes of any desired shape or form, apparatus is constructed upon the following principle:—A needle capable of moving laterally while performing its vertical reciprocating motion is combined with a device adapted to retain in position the fabric or material in which the button-holes are to be made, and to move it in the direction corresponding to the shape or outline of the button-hole in course of formation.

24,086. *Straight-bar Knitting Machine.* W. S. Ward and H. F. Lancashire, of Nottingham. Dated December 14th, 1893.

Relates to the employment of improved apparatus, to be used in conjunction with a straight-bar knitting machine. By employing narrowing point boxes fitted with jacks to carry extra points to make perforations, instead of the points being fixed as heretofore, it is possible when required by automatically lifting one of the points to cease making any given hole or to make perforations in the fabric with perfect lines and salvages through the narrowings.

24,893. *Overhead Sewing Machine.* W. Webster, of Germaine Works, Armley, Leeds. Dated December 27th, 1893.

The improvements consist of a curved rotary needle, having curved recesses or notches formed in one or both sides; toothed driving wheels, the teeth of which are split or grooved and shaped so as to span and drive the needle at the same time; also a method of driving by gear wheels the shafts upon which the toothed driving wheels are fixed. The thread cylinder has a conoidal end, either plain or with spiral screw threads of a left hand twist formed thereon. Interchangeable loose ends arranged to fix on the end of the thread cylinder, either plain or with spiral screw threads of a left-hand twist formed thereon. Means of regulating the endwise movement of the thread cylinder and traverse rod, for the purpose of varying the tension on the sewing by applying tension to the traverse rod, such tension being obtained by a clip-hook lever and adjustable weight. A peculiar construction of presser foot is also described.

2,938. *Swiss Sewing Machine.* J. Chirrey, of Glasgow. Dated February 10th, 1894.

Consists of the employment in a Swiss sewing machine of a holder for holding the work in position without sewing or basting, while a monogram or other device is being sewn, made preferably with a V groove, into which the cloth or handkerchief is pressed and held by means of a spring exactly fitting the V grove.

3,528. *Sewing Machines.* R. Appel, of Frankfurt, Germany. Dated February 19th, 1894.

The hollow presser foot is so constructed that the piping or striping may be executed at one operation.

UNITED STATES PATENTS.

ISSUED AND DATED APRIL 10TH, 1894.

517,853. J. M. Farmer, Milwaukee, Wis., sewing machine needle.

518,156. K. Necker, Berlin, Germany, machine for sewing beads to fabrics.

ISSUED AND DATED APRIL 24TH, 1894.

518,623. J. E. Oliver, Kansas City, Mo., work guiding device for sewing machines.

518,836. H. A. Dodge, Boston, and W. T. Richards, Newton, Mass., wear compensating device for needle bars of sewing machines.

518,911. H. Briggs, Hasbrouck Heights, N.J., take-up for shoe sewing machines.

ISSUED AND DATED MAY 1ST, 1894.

519,134. W. R. Parsons, Chicago, Ill., attachment holder for sewing machines.

519,170. J. L. Branson and S. S. Cook, Philadelphia, Pa., circular knitting machine.

519,227. J. T. Billman, Litchfield, Ill., sewing machine fan.

519,258. G. P. Hill, Richmond, Va., darning or embroidering frame.

519,260. J. K. Hunter, Owensborough, Ky., snap slide for sewing machines.

ISSUED AND DATED MAY 8TH, 1894.

519,428. J. T. Jones, Utica, N.Y., cop holder for sewing machine shuttles.

519,539. W. A. Mack, Norwalk, Ohio, thread gripping mechanism for sewing machines.

519,676. J. T. Jones, Utica, N.Y., sewing machine.

519,690. F. Chambers and T. Dodd, Camden, N.J., stop off motion for knitting machines.



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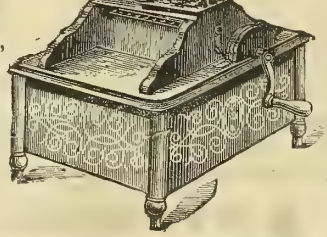


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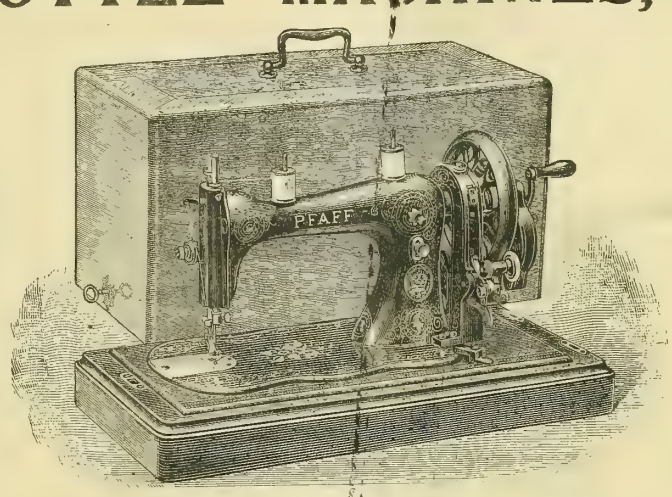
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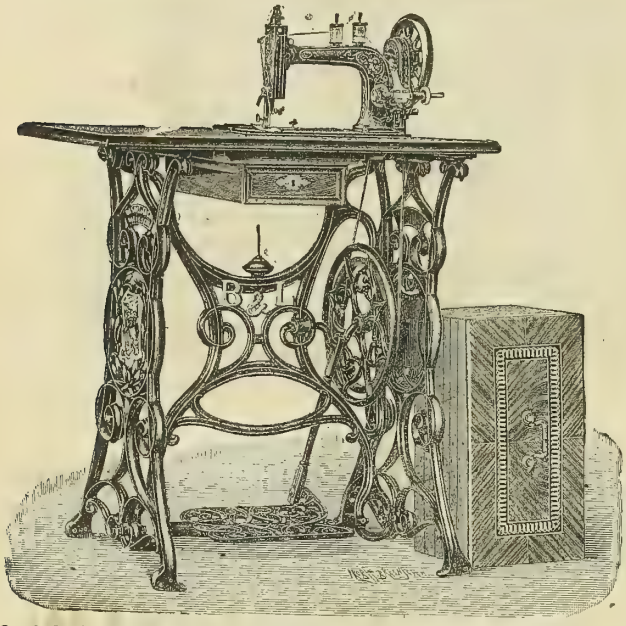
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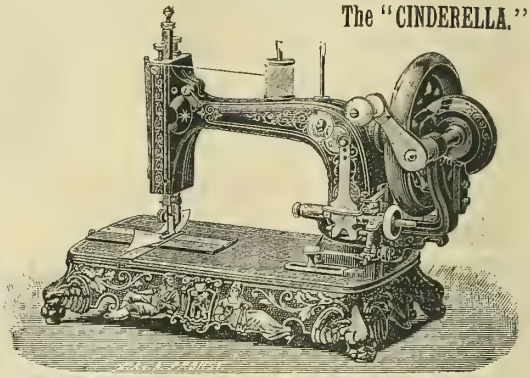
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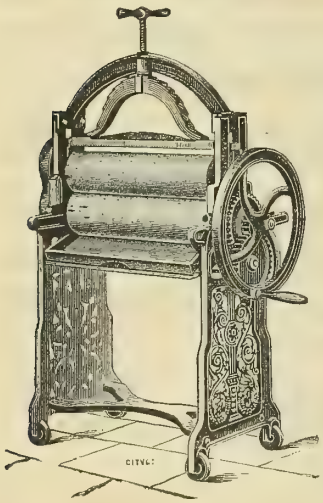
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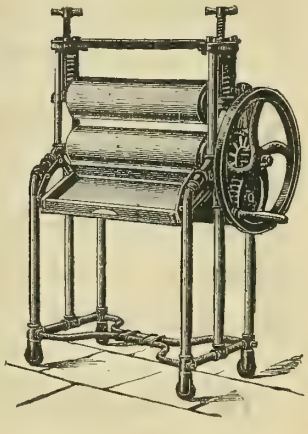
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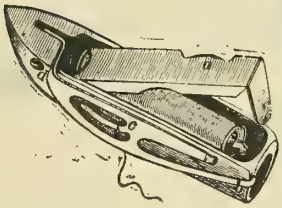
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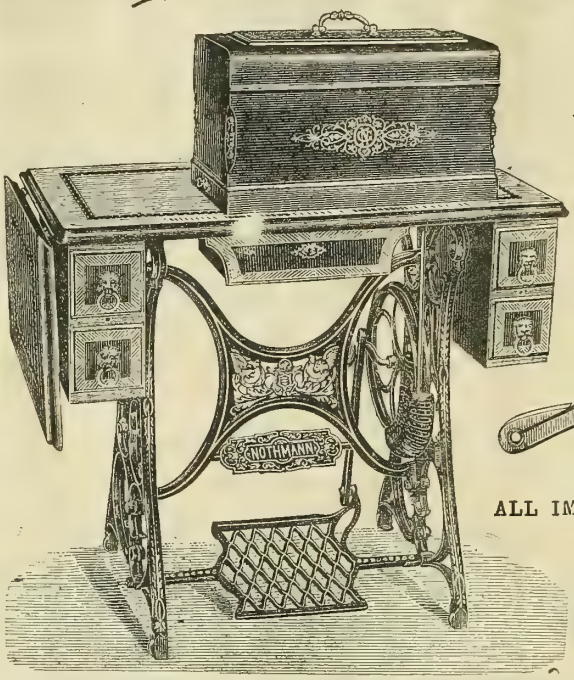
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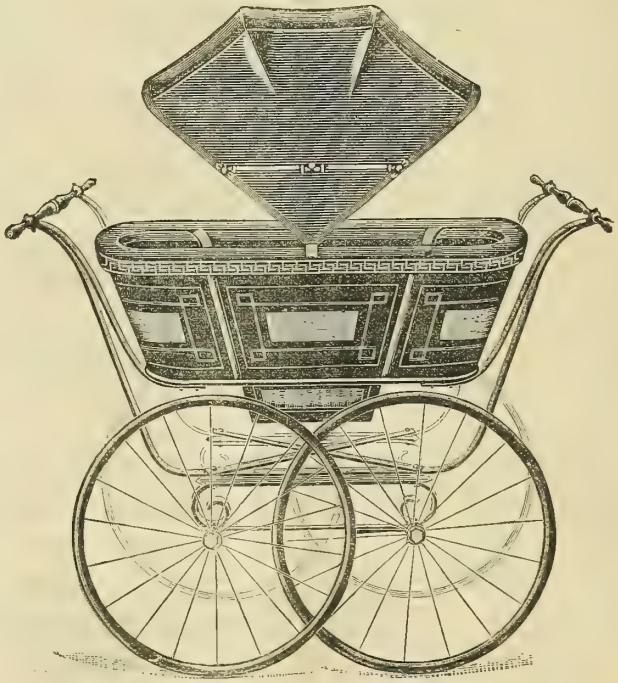
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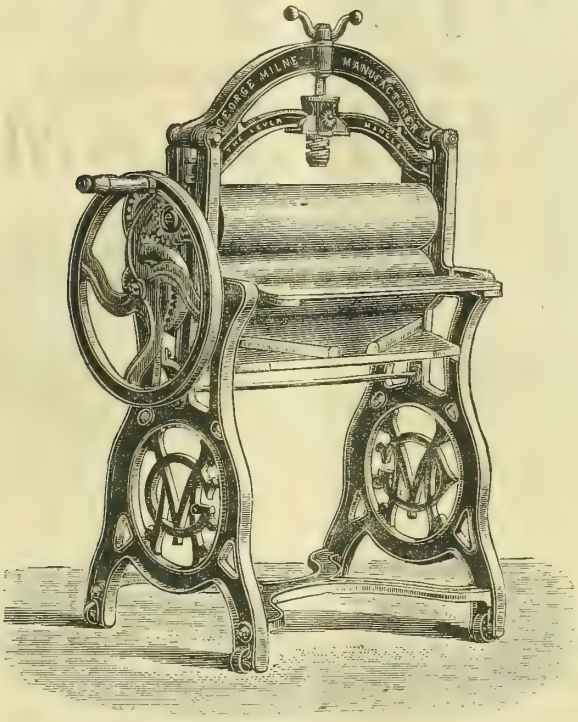
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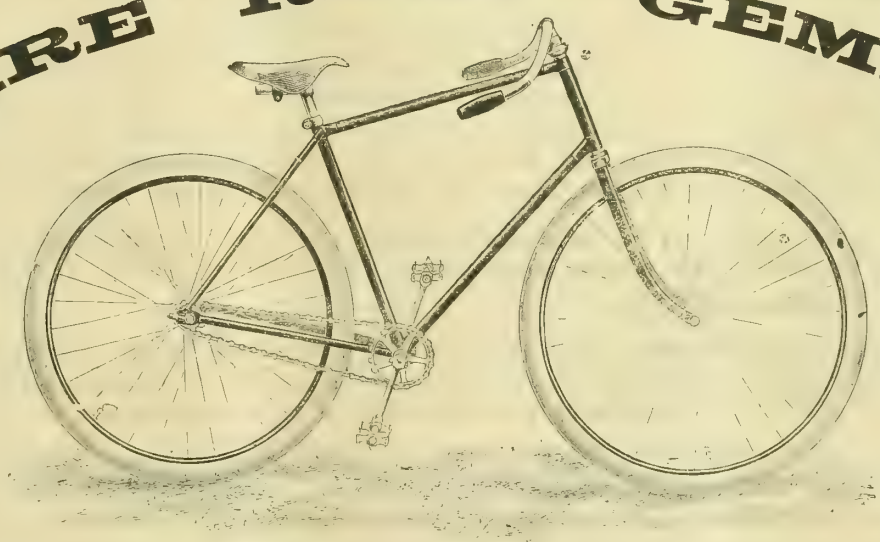
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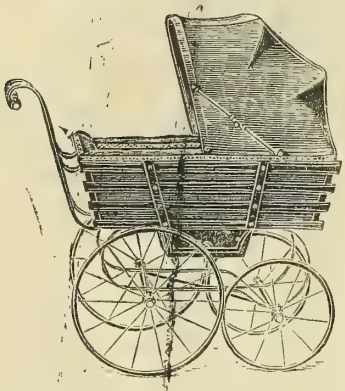
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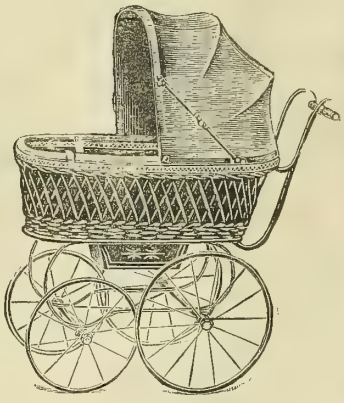
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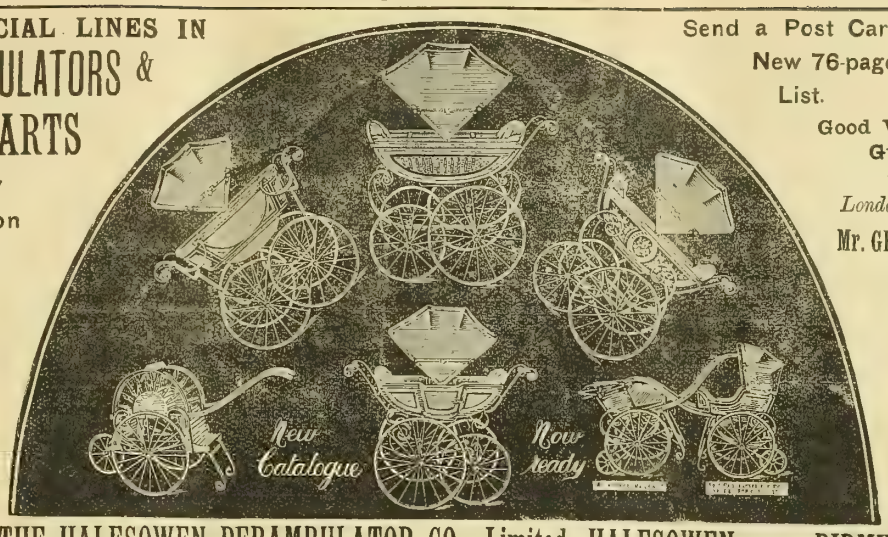
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SEWELL & Co., Publishers.

28, 29, & 30, Paternoster Row,
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Editorial Notes.

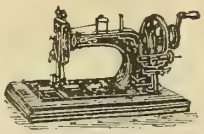
Canvassers and their Employers.

The paragraph we inserted in our last issue, to the effect that we declined to insert a complaint from a canvasser as to certain new terms insisted upon by his employers, has created an amount of hostile criticism. Few persons thoroughly appreciate the difficulties which beset the editor of a trade journal, particularly in reference to questions appertaining to agreements between employer and employés. In the first place, an editor can really not be expected to pull chestnuts out of the fire at the bidding of every person in the trade; and secondly, should he attempt to do so, in many cases his zeal would not only be misplaced, but positively injurious to the interests of those whom he desires to serve.

Now, a more ably written letter than that of "Two ex-Canvassers" we have rarely received, and we congratulate the writers on their choice of diction. But when we closely examine the nature of their complaint we are compelled to charge them not only with narrow-mindedness, but also with a display of animus and suspicion, which is quite unwarranted. They write as though their employers were bent on imposing upon their canvassers impossible burdens entirely in their own interest. It is curious how conservative is the average canvasser on the subject of his terms. He seems to resent every proposed change. Yet we know for a fact that every large canvassing firm fully realises that it is to their interest to encourage and not discourage their employés. When, then, a change is suggested, this is usually with a view to benefit both parties. The employers' plans, however, may not always disclose this fact, and the shortsighted canvasser will not take the trouble to dispassionately think out the matter for himself or to calmly discuss his grievance with his employer.

We are sometimes given opportunities of investigating the sewing machine canvasser's position to-day as compared with say ten years ago, and what do we find? Why, that on the average his position has decidedly improved. Do not let it be forgotten that we are dealing with the average canvasser. It is highly probable that fewer absolute "windfalls" are realised to-day compared with a few years ago—it is, perhaps, the same in every walk of life. But, given the amount of industry and ingenuity of the ordinary mechanic, the sewing machine canvasser, even under the most arduous terms now in force in the trade, can quite equal, if not surpass, the skilled workman so far as regards his average earnings.

Our advice to canvassers is, do not blindly grumble at your employers, but seek an interview with them, and have the whole question thrashed out. If the proposed terms are unreasonable, they will, in all probability, be altered.



Section

THE SEWING MACHINE: ITS ORIGIN, AND WHAT IT HAS DONE.

At a recent meeting of the New Kilpatrick Antiquarian and Natural History Society an interesting paper, dealing more especially with the evolution of the sewing machine, was read by Mr. E. W. McCormick, of the Singer Manufacturing Company. The appropriateness of this subject for the meeting of such a society is seen in the fact that the history of attempts at mechanical or machine sewing extends back to something like 140 years, and that the machine as now perfected has been arrived at by a process of evolution or development. The author said that but few people knew or ever thought of the millions of pounds sterling that had been spent in bringing the machine to its present state of perfection. Many of the early firms that had been engaged in producing sewing machines had failed, and others had voluntarily wound up their affairs owing to the fact that they were unable to compete with the large manufacturers; but though most of the original makers had vanished from our ken, the existence of each and every one of them had helped along the perfection of the machine, and the fruitful results of the many endeavours in connection with the great industry were nothing short of an exemplification of the law of "the survival of the fittest." With the knowledge gained of past events, combined with an appreciation of the wants of the public, the survivors, he remarked, had, from the chaos of ruined hopes, wrecked companies, and unsuccessful experiments, drawn the lessons which they had taught, and had applied them to their own productions and for the benefit of their customers, with steady improvement and careful experiment, the evolved result being the beautiful machine which we know to-day. That result was not to be considered in any other light than as a thing of very slow growth. An eccentric stud had been put in here, a new "tension" there, a new cam somewhere else, a changed attachment had been added, and little by little the machine had grown to its present form and intricate construction. Very different was the present machine from that made by Isaac Merritt Singer forty-three years ago. The author specially mentioned Singer, because he was really the first who actually began the manufacture of sewing machines that were really practical, and because he was undoubtedly the pioneer in the sewing-machine industry. Mr. McCormick did not for a moment pretend that Singer was the originator of the sewing machine. Many persons had advanced the claim for the honour of making the first machine that would sew, but a careful study of the Patent Office records of different countries, in connection with inquiries necessitated by numerous lawsuits, he thought, very clearly established the fact of originality or priority of invention. The author said that the first patent for mechanical sewing belonged to England and to the eighteenth century, but that as an idea of practical utility and application the invention belonged to the United States, and to the nineteenth century. In the course of his interesting paper Mr. McCormick indicated the various patents from 1755 down to the invention of 1834, which was made by Walter Hunt, an American, but which was not patented. Hunt's invention made a "lock-stitch" similar to that now made by the Singer machine. That inventor had undoubtedly solved the problem of successful machine sewing; the golden prize was fairly within his reach; and the richest reward ever offered for any invention in the world's history he let slip by him without attempting to grasp it. The author also noticed other sewing-machine inventions, down to that of Elias Howe in 1846, to Bladgett & Herron in 1849, to Allan B. Wilson (Wheeler & Wilson) in 1850 and another in 1851, and that of Isaac Merritt Singer in the year last mentioned. Singer's interesting story formed the next portion of the paper, and that was followed by an account of his relationships with Howe. The Singer Manufacturing Company was incorporated in 1863, when 21,000 machines had been made, and now the manufacture has risen to 12,000,000. Mr. McCormick devoted most of the remainder of his paper to an account of what the sewing-machine has done, and he concluded by giving lantern views to illustrate the subject of discourse.

SEWING MACHINES ON INSTALMENTS IN THE UNITED STATES.

As touching the troubles of sewing machine dealers in the United States of America, the *Sewing Machine Times*, New York, supplies us with the following examples :—

In a recent case in Canarsie, Long Island, where a sewing machine had been replevined by a deputy-sheriff, the magistrate ordered the machine to be returned, on the ground that none but regularly elected constables were authorised to seize property.

A sewing machine agent supplied a new part to a man, who agreed to pay for same within a certain time. When that period expired the agent called, but the purchaser both refused to pay or to give back the part supplied ; but the agent called a policeman, in whose presence the machine-man was allowed to remove his property without molestation.

Deception in getting re-possession is not condoned in the States. An agent of the Martel Sewing Machine Company, under the pretext of wanting various parts for repair, took a machine away piecemeal and never returned it, for which he was fully committed.

A committee of the Legislative Body of Indiana are formulating a Tax Bill. Fortunately it has not yet progressed beyond the "recommending" stage, for, among other things, they talk of assessing sewing machines, musical instruments, and furniture at 60 per cent. of their original cost for the first two years of use. This is true American tallness.

Judgment was given against an agent who had re-taken a machine without due process of law from a woman who had nearly paid for the machine. Damages 25 dols. were awarded.

Another agent adopted more obnoxious measures. He called to take a sewing machine away in default of payment, and on the refusal by the hirer, a lady, to give it up, knocked her down, and threw the machine on her. For this assault a warrant was issued, but the agent is missing and cannot be found.

MACHINE DEALER CHARGED WITH ASSAULT.

At the Borough of Shrewsbury Police Court, on June 16th, 1894, before T. Corbett and T. P. Deakin, Esqrs., Mr. Henry Jones, sewing machine and general dealer, 48, Wyle Cop, Shrewsbury, was summoned for unlawfully assaulting Robert Carter, a canvasser, in the employ of Mr. E. Gwilliam, another general dealer, residing at 64, Mardol. Mr. Herbert Sprott appeared to prosecute. —On the case being called defendant applied for an adjournment, in order to bring up his witnesses.—Mr. Sprott : I object to that.—Defendant : I have no chance to defend myself. They have me entirely at their mercy. I only received the summons on Thursday night. —Mr. Sprott : I must object to an adjournment, as this is a most serious case, and a more serious and savage assault could not have been made on my client. He is in fear of his life, and if there is an adjournment he will have to go about in fear of an attack from this man.—Mr. Corbett : We cannot agree to the application for an adjournment. We shall have to go on with the case. —Defendant : I am very sorry. I could get plenty of witnesses to prove that he struck me first. You understand what Mr. Carter has done for me in the past. He tried to ruin me in the perjury case. I have no chance whatever. I am at their mercy. I asked for a cross-summons, but it was not granted.—Mr. Sprott : A more savage, more brutal and unprovoked attack could not have been made on Mr. Carter.—The complainant, who was directed by the Bench to be seated whilst giving his evidence, said on June 13th, about 3.30 p.m., he was walking along New Street, Frankwell, when he noticed the defendant in the street. Knowing that the latter had been using threats towards him, complainant turned back. Defendant ran after him, shouting, "Carter, I want you." Complainant ran towards Port Hill, and around a cart which stood in the street, but the defendant overtook him. Defendant struck him on the head and crushed his hat, and also kicked him twice in a brutal manner, saying, "I'll kill you." Complainant screamed, and a young man named Price rushed up and drove defendant off. But for Price's interference he was afraid he would have lost his life. Complainant went direct to the Police Station, and from there he was obliged to go to the Infirmary on account of the injuries done by the kicks. He had been compelled to attend at the Infirmary each day since, and was still in great pain, as he was black and blue. He never said a word to the defendant prior to the assault.—Defendant : You know you are telling stories. I simply asked you what you were running our goods down for all the time, and saying I was a rogue. You called me a liar and struck me first.—Complainant : Nothing of the sort. I never opened my lips to you, and I hope I may be struck down dead if I did. I am astonished at you.—Mr. Corbett : Any more questions ? —Defendant : It's useless, I'm entirely at his mercy.—James Macnamara, butcher, 11, New Street, deposed that Jones kicked complainant twice on the legs.—Thomas Price, blacksmith, 39, Frankwell, said he saw defendant attack Carter, and he pulled him away.—John Morris, 41, Severn Street, insurance agent, gave evidence that defendant had used threats towards complainant three months since.—Defendant said complainant struck him first with a stick about thirty yards lower down the street, but the witnesses called did not see it. He had simply asked complainant why he was turning his machines back, and Carter called him a liar. He told him that he could prove that he had been saying that defendant's machines were of no good, and calling him a rogue. Complainant said he was a liar, and struck him with a stick. Defendant added: It's quite true I did kick him, and it served him right. He struck me with a stick, and I did what "any other Englishman" would do, I "kicked him." I don't wish the man any harm if he will leave me alone.—Mr. Corbett remarked that it was not the action of an Englishman to kick anyone.—The magistrates, with complainant and defendant, retired to a private room, and on the magistrates' return Mr. Corbett said they considered the charge was fully proved. They agreed with Mr. Sprott that it was a most diabolical and cowardly attack on the complainant, and it was certainly one of the worst cases that had come under his notice since he had the honour of sitting on the Bench, and it was fortunate for the defendant that he was not brought there on a more serious charge. Defendant could be sent to prison for two months for the offence, but they did not wish to inflict such a disgrace upon him, though he richly deserved it. The full penalty would be inflicted, which was £5, to include costs and the advocate's fee, and to remain in custody until the money was paid.—Mr. Sprott wished to have the defendant bound over to keep the peace, but as he had been fined the full penalty this could not be done.

ENGLISH v. AMERICAN NEEDLES.

Anent the World's Fair at Chicago, our able contemporary, the *Sewing Machine Times*, of New York, has something to say on the sewing machine needle exhibit thereat and sewing machine needles generally.

Years ago, rather than put up with the inconvenience and loss of time occasioned by the use of "the unreliable American-made machine needles," housewives willingly paid a much higher price "for the high-tempered blue steel Milward needles from Redditch, near Birmingham, England."

After describing the Milward exhibit in the English section of the Liberal Arts Building, and commenting upon the variety in size and shape of needles to be seen in the immense revolving pyramid, the *S.M.T.* says :—"There is an agency for these needles in New York, but 'no old operator' wants any but American machine needles now."

This sounds very like one of three things—either brag, greater American excellence, or English deterioration.

If the first, we can forgive the national failing ; if the second, we congratulate the pupil on getting ahead of the master ; whilst, if the last-mentioned be the reason, we are regretful that the cunning has left the fingers of our needlemakers, and would urge them to regain the supremacy which, it is alleged, they have lost.

The needle is such an important factor in the sewing machine world that superiority is of infinite importance, and it is because of this that we venture to give expression to the views of our contemporary, with the hope, if the assertions are true, and either of the two latter of our assumptions as to the cause thereof correct, that sewing machine needlemakers may strive to reach a higher platform of excellence.

CANVASSING IN THE STATES.

Our American cousins have a reputation for a peculiar kind of humour, and judging from a report in the *Musical Courier*, of New York, it certainly does appear to be somewhat quaint.

As our readers are probably aware, canvassing for the sale of articles is carried on in the States to a far greater extent than in this country, being applied to every article required in the household. According to the *Courier*, Mr. Allen, of the W. B. Allen Company, Portland, Oregon, being desirous of working Tillamook, a small coast town of Oregon, sent his salesman, Mr. Hawbacker, and tuner, Mr. Martine, there. In a day or two they let their first piano on the hire system to a Mr. Bowers, and in due course a note for the first payment was sent this gentleman. To Mr. Allen's surprise this was shortly returned, together with a contra-account, as follows :—

MONTHLY STATEMENT.

Tillamook, March 28th, 1894.

The Wiley B. Allen Company, Portland, Ore.

To D. C. Bowers, Dr.

		Dols.
March 7,	Meeting Martine on dock	7
,, 8,	Inviting Martine to house	5
, 9,	Listening at Martine's music	10
,, 10,	Advising M. to keep quiet	8
,, 11,	Hearing stale joke	25
,, 12,	Two dinners	14
,, 12,	Inflicting music...	30
,, 13,	Storage on square piano	12
,, 13,	Being seen with Martine	20
,, 14,	Listening at M. tune piano	50
,, 15,	Inviting M. and H. to dinner	40
,, 15,	Cr. by them not coming, 75 dols.	
		221
	Cr. balance	75
	Balance due...	146

Please remit and save costs.

A DEAD SEWING MACHINE AGENT FINED.

A sewing machine agent, says the *Sewing Machine Advance*, of Chicago, recently fell off a big bridge in Texas, and was, of course, killed. The county judge was brought from Langtry, the town nearest the bridge, to hold a "crowner's quest." The judge arrived with a great concourse of people, all anxious to serve on the jury. Proceedings were begun by examining the body of the agent. Upon this were found a loaded revolver and 40 dols. in cash. Perceiving these, the judge said :— "There ain't nothing to do about this case, gentlemen of the jury. This ere agent's dead, and it's perfectly plain how he met his death. But what I want to know is what he is doing with that gun? That's again the laws of Texas. He ain't here to explain, but because an agent takes it into his head to put on wings and mount to the skies is no reason why the great State of Texas should be defrauded. Law is law, and justice is justice. I fine him 40 dols. for carrying a deadly weapon." It is needless to say that the fine was paid.

"MADE IN GERMANY."

Commercial men who are interested at all in th Merchandise Marks Act and its operations will read with amusement an account of an incident brought to the notice of Her Majesty's Counsul at Stettin, and mentioned by him in a report to the Foreign Office. It is a well-known fact, accepted by all classes in Germany, that English goods are supposed to be the best, and during the great feasts of Christmas and Easter thousands of country people flock to the cities to buy their presents and supplies for the coming holidays. These peasants know nothing of the English tongue, but seeing words in a foreign language stamped upon an article they naturally ask what language it is, and being told by the seller, who probably is as ignorant as the purchaser in respect to the actual meaning of the words, that it is English, they eagerly buy it as such. Last summer this story was corroborated by the Consul. Being at a farm-house in the country, the good wife brought on her best china for coffee, and with great pride pointed out to him that it was English ; but—alas ! for her cherished English ware—it bore the legend "Made in Germany."

STOPPING HOLES IN WOOD.

Hard-stopping for wood is often called "Beaumantique," and is used for filling in any holes that may be in the wood before commencing to polish. Put one tablespoonful of shellac, one teaspoonful of powdered rosin, and a piece of beeswax the size of a walnut into a cup or iron pot, and set on the stove or in the oven until melted. For mahogany add to it a little Venetian red to match up the wood ; for oak add yellow ochre ; for ebony or rosewood add lampblack. Mix it well up. It may be used while liquid, or it may be made into sticks like sealing-wax by pouring a little on a board, and rolling it with another board slightly warmed. When using melt it over a light, and run it into the place to be repaired ; level off with a chisel and smoothe down with glass-paper.

ALUMINIUM AND ITS ALLOYS.

At the weekly meeting of the Balloon Society of Great Britain, held at 9, Conduit Street, Regent Street, W., recently, Mr. Henry Leighton (Van Wart, Leighton, & Co.) read a paper on the above-named subject. A few years ago it was, the lecturer commenced, a popular idea that aluminium was a golden-coloured metal that looked very nice when made into pencil cases and watch chains. Its marvellous lightness and strength, and the difficulty of dealing with it, excited curiosity, apart from the fact that it was not found as ordinary minerals are, but was, so to speak, extracted by clay in the form of a grey powder, which was done by Wohler in 1827, though it was not really produced in a state of purity until 1854, and in 1859 the first aluminium works in England were started at Battersea, but did not prove successful. The first article made was a baby's rattle for the young Prince Imperial. It is, perhaps, the most widely distributed of metals, though not found in a metallic state or condition. Many precious stones, such as rubies, garnets, sapphires, turquoise, and topaz, contain the metal, but its reduction and production are so difficult that the price has prevented it becoming as plentiful as iron. It is produced from beaucite and cryolite, the former near Beaux, in France, and the latter in important quantities from the west coast of Greenland. Both are called "clays" ; in colour they vary from snow white to reddish brown, according to the amount of iron or other impurities contained. Various works and foundries have been erected for producing the metal for commercial use.

Its weight is, relatively, one-third of iron, one-fourth that of silver, and one-eighth that of gold. A gun metal casting on the table weighs 53 lb., whilst the same casting in aluminium weighs only 16 lb. Its melting point is about 700 C., and its tensile strength is 30,000 lb. per square inch. It is very malleable, and can be rolled as easily as gold or silver. It is a good conductor of heat and electricity, and air either wet or dry has no effect on it. Sulphur does not change its colour, and it is proof against dilute sulphuric and nitric acids and strong vinegar.

Aluminium does not readily lend itself to soldering, which is much against its making the headway its other excellent qualities entitle it to.

Pure aluminium is too soft to stand much wear and is too weak to stand severe strains, but it unites with other metals, and it is in this alloy state that its great value lies. Small percentages up to 10 per cent. of silver, nickel, copper, tin, etc., make it harder, stronger, and better wearing without affecting its beautiful colour or its lightness.

The power of aluminium bronzes to resist oxidisation exceeds that of all similar metals. Ordinary acids have little effect, nor has ammonia or sea water, which should commend these bronzes to shipbuilders and to sanitary and other engineers in all cases where steel is unsuitable. There are many similar considerations which must lead gradually to its superseding all other metals for these and many other purposes.

MECHANICAL & TECHNICAL

HINTS ON REPAIRING AND ADJUSTING SEWING MACHINES.

BY O. N. E. IN THE *Sewing Machine News.*

The idea that a man, to be a good, competent sewing machine repairer, must be a trained mechanic who has "served time" as a machinist or mill-wright, seems ridiculous to me. What engine builder, machinist, or any other "skilled" mechanic can you point out who could, without a certain amount of training (possibly by men who have never learned a trade), stop a sewing machine that skipped stitches, broke thread, wouldn't feed, or any of the other ailments that are peculiar to these mechanisms? Do you know of a single one?

And if you do, is his success not due to his having made sewing machines a study? Well, then, I am ready to declare it as my opinion that, if he had had no knowledge as machinist or engineer, but had been simply endowed with a little natural handiness and some good common sense, he could have raised himself to the same excellence and been just as successful.

Now I know this will be understood by many to mean that anybody could become a repairer of sewing machines without instructions from others. But that is not my intention. It is simply this—that a man's knowledge as engineer or machinist is of but little account when applied to repairing sewing machines. And what are the machinists of the present day? What does a man who has learned to run a planer know of mechanisms, or one who is proud to be called a lathe hand know of effect and its cause when speaking of or dealing with a refractory sewing machine? Nothing—absolutely nothing.

The man who works in a machine shop as all-round bench-hand may turn some of his knowledge to account in repairing a worn sewing machine, but whether he will discover how that wear is influencing the machine for evil is very doubtful. If in the case of a thread-breaker, for example, he be shown a scratch on the rotary hook or on the point of the reciprocating shuttle, and told that that may be the cause of its bad behaviour, he will know how to remove the cause; but would he of himself ever find it? I am inclined to think not, and here is a reason for my belief. Machinists, as a rule, look upon sewing machines very much as they do upon watches and clocks. A man who thoroughly understands gears should be able to take a clock to pieces, clean it, and put it together again as it should be, but how many can do so, or will even try? They merely tell you that that kind of work is out of their line and they "don't know nothin' about it." Which is very true.

And yet they are the stuff that our competent sewing machine repairers are to be made of. Such a machinist if he applied for a job as caretaker of a number of machines in a shoe shop even, would soon find out that he had "bitten off more than he could chew." The forewoman, who had never learned his trade, could give him more points than the daily papers can give on the races. Right here let me say that I have met one of them, and she was a comparatively young woman too, not over twenty-four or five years old, who was as skilful in adjusting and repairing the machines under her charge as most men would have been. Of course she was an exception, but still proof of what I assert.

Repairing sewing machines is a trade by itself, and the man who has acquired it and can practically apply his knowledge of it, should not be subject to any questioning as to whether he was a machinist, engine builder, locksmith, or anything else, for the purpose of supplying him with a foundation on which to base his claim for ability. He is a sewing machine repairer, and if he has given the matter his sober thought, used his common sense to reason out the "whys and wherefores" of sewing machines and their crankinesses, applying his self-gained knowledge in a way to achieve results, it will make no difference to the person or company employing him whether he was formerly a grocery clerk, a shoemaker, or an organ grinder. No man is hired or employed for what he *was*. Has-been exerts no influence in that direction. Employers are after results, and the man who can repair a machine in the least possible time and do it well, is the man they are looking for.

"J. R. G." thinks, and "C. Cook" seems to agree with him on this point, that "Hints" cannot teach any one to become a repairer. I don't agree with these writers on that point. I claim they can. Whether they ever did or not I cannot say, as I am not in possession of any evidence. Still they could. I can think of no subject on which so little has been written or printed as that embracing the repairing of sewing machines. One can find text and hand books on nearly or quite every trade, but none on sewing machines. Electricity, which in a mechanical sense is quite new to the world, can boast of numerous works that aid the seeker after practical knowledge of that mysterious agent, but search the publishing houses of all the great cities and you will find nothing but a little pamphlet, published in England years ago, and which is utterly useless to the learner of the present.

Again, looking at it from another side, what could be compiled that would give full information for repairing the many different sewing mechanisms? A rule that applies to one will not do for another, and still there are points that all possess in common. Then what more does a man, who has the ability to use his thinking faculties, need than hints? They suggest ways and means to overcome difficulties, and if he will apply them with judgment he must succeed. Positive cast-iron rules cannot be given that will endure in all cases or on all occasions. Nor does he need them any more than he needs that the person directing him to a certain place should go with him and show him the way—walk it for him, as it were—after giving clear, plain directions for him to follow.

Nor do factory inspectors and adjusters make the best hands at repairing. It is quite another thing to adjust a new machine than to put an old one in order. On the former everything is new, and if no part be defective, is certain to work properly when adjusted according to rule. Bad pieces are discarded and good ones put in their places. Outside of the factory, with no stockroom to go to for parts, the repairer must depend on himself. Worn parts must be re tored to their original shape and condition before he can adjust the machine. What kind of a genius would he be who would need to be told that a feed was dull; that a shaft was loose or a spring had grown weak? Common sense should point out these things without the aid of a text-book, and if he does not know enough to look for these defects and has not the faculty of discovering them when they exist, it is of no use to tell him, in a book, that a machine will not feed when the feed-points are dull, or that it will skip stitches on thin goods if the presser-foot does not come clear down to the plate.

A NEW SEWING MACHINE COMPANY.

Under the title of the Double Reel Sewing Machine Syndicate, Limited, a new company has been registered, with a capital of £1,600 in £1 shares, which has for its object the acquisition and working of English Letters Patent No. 10,350 of 1891, relating to improvements in double reel sewing machines.

A "NO SHUTTLE" SEWING MACHINE.

Frederick Jacob, of 107, Springfield Avenue, is an inventor with intensely practical ideas and genius, which compels admiration. For twenty-eight years he has been selling and repairing sewing machines in this city, and raising a family of a dozen interesting children, while his spare moments have been given to ideas which he hoped in good time would relieve him of the necessity for hard work.

For several years he has been perfecting a novel sewing machine, which is now being manufactured at the corner of Lawrence and Hamilton Streets, by a company which one day may rival the largest sewing machine industry in the country. Since getting the sewing machine off his hands, Mr. Jacob has turned his attention to the requirements of a practical automatic car coupler, and has made and has patented one without a thought of the thousands who have met with discouragement and ruin in the overworked field. He has secured patents for both inventions in this and foreign countries, and has

made a perfect working model of the coupler, which he shows attached to a train of minature freight cars.

His sewing machine is called the "No Shuttle," and it is constructed upon an entirely new principle, which he claims is far superior to any previous invention, because it makes a perfect lock-stitch without the use of a shuttle, shuttle-race, or bobbin, and stitches from two commercial spools, with a short, stout needle. One spool is put on the top of the arm of the machine in the ordinary manner, and the other is put upon a pin for the purpose and adjusted to the bottom of the machine, which presents itself to the operator on pulling the slide-plate on top of the machine. The advantages this machine has over all others explain the reasons why many sewing machine manufacturing firms for many years past have devoted so much attention to the subject of sewing from two ordinary spools. Every operator well realises what trouble it is, and how much time is lost in handling the ordinary shuttle machine, in winding bobbins, and in being obliged to stop work at times when the same is most interesting and important, because there is no more thread on the bobbin in the shuttles. There is no shuttle-race to oil, and consequently, no soiling of the fabric to be sewn. Best of all, however, is the fact that machine contains nearly 100 less parts than ordinary sewing machines, and can consequently be made and sold much cheaper.

Mr. Jacob's principal is a radical departure from all previous methods of making an elastic lockstitch, and yet the stitch is the same in every respect. Mr. Jacob has on exhibition in his store the first completed machine. It cost several thousand dollars for patterns and tools, and to all external appearances is much like any other high-arm sewing machine.—*Newark, N.J., Call.*

*INFRINGERS ENJOINED.**

For a period of nearly twenty years the names "Home" and "New Home," successively, have been used by the New Home Sewing Machine Company to designate machines manufactured and sold by it, and that company has spent hundreds of thousands of dollars in advertising its machines under these names in all quarters of the globe, with a result that a vast business has been built up in the machines made by the company, and with the further result that the name "Home" in connection with a sewing machine has long since come to be regarded by the public as a guarantee of value in the machine carrying such name.

Things of value are liable to be counterfeited, imitated or stolen, and a sewing machine with the world-wide reputation of the New Home, has proved to be too tempting a bait for unscrupulous persons, who have never spent a cent to establish its name and fame, but who have coolly and unblushingly appropriated its name and applied the same to imitation goods which they thus palm off upon their deluded customers as articles of value. One of the concerns doing this sort of business is the Oxford Manufacturing Company, of this city, which, by the way, has never manufactured anything but its name and bogus advertisements. It buys cheap machines here and there, stencilled to suit its trade, and for some time past it has been trading freely on the names "Home" and "New Home"; doubtless to its great advantage.

The New Home Company has proved to be as energetic, however, in protecting its name as it was in making it famous, and the result has been a number of injunction suits brought against infringers upon its rights in various sections of the country. The decisions so far rendered have invariably been in favour of the New Home Company, and one against the Oxford concern will serve as a sample of all. It was given on April 25th, in the U.S. Circuit Court, northern district of Illinois, and commands and enjoins "you, the said, The Oxford Manufacturing Company, its officers, shareholders, directors, agents, servants, clerks, workmen, attorneys, and all others acting under or for it, or them, or any of them, from either directly or indirectly, printed or causing to be printed, or otherwise forming, distributing or causing to be distributed or conniving with others to print, form or distribute circulars, advertisements, cards, tags, labels, signs or other matter or thing containin the words 'Oxford Home Machine,' or 'Oxford Home Sewing Machine,' or the words 'New Home Style,' or the word 'Home,' either singly, or in connection with other words or characters, for use, or intended to be used in connection with the sale of sewing machines, and parts thereof not the product of complainant, the New Home Sewing Machine Company, until otherwise ordered by this Court."

Let us hope that this will be the last of the brazen effrontery that so unblushingly appropriates the reputation of others to trade upon.

* *Sewing Machine Advance* of Chicago.

OBITUARY.

Nesbit D. Stoops.

Died—In Philadelphia, April 26th, Nesbit D. Stoops, aged 62 years.

Again we are called upon to perform a duty, which this year has several times been ours. We have to announce the death of another member of the sewing machine trade, and one who has been connected with it from its infancy. Mr. Stoops' death, while all were somewhat prepared for the calamity, was sudden, and friends who had seen him but a few days before were impressed with the idea that he appeared brighter than for some time past. He had been, for quite a while, suffering with a complication of diseases, but the immediate cause of his death was Bright's disease. The end came peacefully, he being unconscious for eight hours before. Funeral services were held at his late residence on Monday afternoon, April 30th. The interment was private.

As stated, Mr. Stoops was one of the pioneers in the sewing machine trade, and as all seemed to have a common interest at that time he was closely associated with those men who first put the business on its feet, started it off, and made it possible for the infant to grow into the powerful giant it now is. In 1856 he and John Galt were running a machine shop in Harvard Place, Boston, Mass. A. F. Johnson employed them to make a working model of a sewing machine which he claimed to have invented. In the fall of 1858 this Johnson became involved in an interference case with the Grover & Baker Sewing Machine Company. Johnson claimed to have invented the machine in 1849, but O. B. Potter, then president of the Grover & Baker Company, discovered that it had been made by Stoops in 1856, and looked him up. The result was that he was called to testify in the capacity of mechanical expert, and was on the witness stand continuously for forty days.

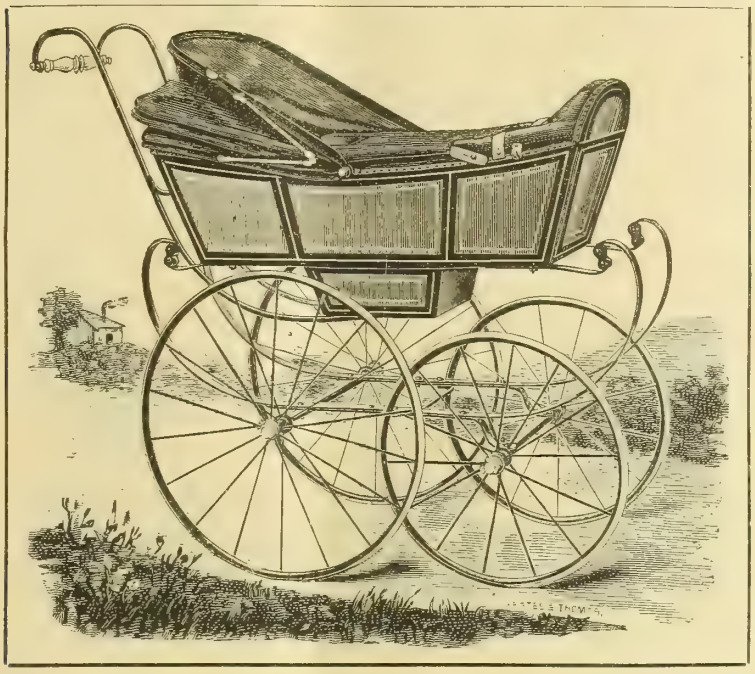
Having become impressed with his abilities in this line he was retained, at the conclusion of the suit, by Mr. Potter to act in the same capacity for the "combination" that had been formed between the Grover & Baker, Singer, Wheeler & Wilson, and Howe companies, to assist in prosecuting infringers.

In 1863 he formed a partnership with John J. Sibly, and for a number of years handled the Singer machines in New York city. At the earnest solicitations of Elias Howe, jun., he went to Philadelphia in 1867 to represent the Howe machines in the territory comprising eastern Pennsylvania, southern New Jersey, Delaware, and the eastern shore of Maryland. He remained with the company until it ceased to do business, then took up—in 1880—the "Household," and has represented that machine and company ever since in the same territory. An allegiance once formed by him, he became immovable, and while representing these machines, at different periods, he was often importuned to handle others also, but as often remained steadfastly true to the company he represented. He handled the "Household" up to the time of his death.

His business methods were repeated in his private life, and his friends, and he had many, all remember him as one of the truest of men; one who would lend a hand and give assistance whenever he could and do it willingly and without any desire or hope of gain. In his death the trade has lost a worthy member, one who had faith in the business and strove to keep it up to that high standard of excellence known and felt only by veterans in the ranks.

He leaves a widow and a son, to whom the *News* tenders its most heartfelt sympathy, the more sincere because the deceased was a warm personal friend, in which we are confident we are joined by all who knew him,—*Sewing Machine News*, New York.

SOMETHING WORTH YOUR ATTENTION.



THE STAR CATALOGUE is the most "practical" of all Catalogues issued this year.

This is a great Point, and should command your serious consideration.

A Catalogue is worse than useless if it isn't "practical."

The STAR Baby Carriages still set the Fashion.

A "Practical" CATALOGUE enables one to practically understand the Goods handled, facilitating the desideratum of the

Baby Carriage Trade,

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THE STATE OF TRADE.

There is little moving in the perambulator trade ; the season opened badly, and, unless it soon improves, 1894 will have to be ranked as one of the worst years on record. One feature of the season is the dearth of novelties. Most of the manufacturers appear to be disinclined to speculate, and we can well understand it considering what a bad time they have had of late.

The sales of sewing machines and cycles have also been very unsatisfactory the past two months, and on all hands we hear complaints as to the volume of trade. Dealers appear to be also suffering in many parts of the country from a lower percentage in their collections.

The worst feature about the state of trade is that no silver lining is in sight.

A NEW BABY CHAIR.



We illustrate a baby chair of German invention now being imported by Mr. E. Rausnitz, of 184, Aldersgate Street, E.C. It is convertible, so that it can be used as shown, or the chair can be placed on top of the table.

JOTTINGS

On page 11 will be found particulars of a domestic machinery business in county Durham which is now offered for sale on reasonable terms.

Messrs. J. J. Egdell & Co., 10, Newgate Street, E.C., desire us to state that they can offer our readers some genuine bargains in lubricating oils and cycles, as they are now realising their surplus stocks of the above.

The Vertical Feed Sewing Machine Company have been exhibiting their machines at Belfast the past month, where they obtained a first prize. Visitors to the exhibition at Earl's Court will find these machines on show in the main building.

Messrs. W. Foster & Co., the well-known perambulator fittings manufacturers, of 46, Barr Street, Birmingham, have opened a new department for perambulator and mail-cart canopies. Dealers should write for particulars, as this firm have some excellent bargains in this seasonable line.

The extensive new premises, specially built for the Wheeler & Wilson Manufacturing Company, in Paul Street, Finsbury, are nearing completion. It is expected that within two months the whole of this company's business will be removed from Queen Victoria Street, E.C., to the above address.

The following offices of the Singer Company are now controlled by their Liverpool office:—Bangor, Blaenau Festiniog, Carnarvon, Connah's Quay, Denbigh, Dolgelly, Holyhead, Llangollen, Mold, Oswestry, Portmadoc, Rhyl, and Wrexham. Welshpool will in future be controlled from Cardiff.

Mr. H. Garland, who for some years has acted as assistant to Mr. Johns, of the Cherry Tree Company, has just been appointed by Messrs. W. & S. Summerscales' Sons their representative for London and the South of England. Mr. Garland will probably be calling upon many of our readers at an early date, and we can assure them that he is a highly trustworthy and genial man of business.

We are pleased to learn that Mr. Robert Gray, formerly head office representative of the old Howe Company, has returned to the Manchester depot of the North British Machine Company. We congratulated Mr. Gray on his opening this depot in January, 1892, and have now to wish him success on his resuming its management. In the hands of Mr. Gray the interests of his company will be faithfully protected ; and in him the Buckingham & Adams Company (for whom they are wholesale agents) has an energetic representative.

We are informed by Mr. Charles L. Young that the partnership hitherto existing between himself and Mr. James Hodges, under the style of Charles L. Young & Co., machine dealers, &c., 21, High Street, Kingsland, N., &c., has expired by effluxion of time ; that Mr. Young has purchased the whole of Mr. Hodges' interest in the concern, and that in consequence of the extension of his business necessitating the assistance of an active partner, he has entered into partnership with Mr. G. L. Roblin. The firm still continues to trade as Charles L. Young & Co.

PRISON MADE GOODS.

It will be remembered that a short time since we gave in these columns an extract from a new contemporary, which averred that one of the causes why the Germans were able to produce sewing machines cheaper than ourselves was by employing prison labour.

We lost no time in stating that we knew of no such custom as being in vogue, and that the idea was simply preposterous that the employment of a few thousand convicts could be counted as a serious factor in the competition between Germany and this country. We have our own ideas as to why the cost of production is cheaper per machine in Germany than in this country, and the causes are threefold, viz., smaller wages, longer hours, and the greater willingness of the workmen to adapt themselves to improvements in machinery.

It is interesting, however, to note that Colonel Howard Vincent has a Bill before Parliament the operative clause of which reads as follows :—"All goods made or produced, either wholly or in part, in any foreign prison, gaol, house of correction, or penitentiary, are hereby prohibited to be imported into the United Kingdom, as if they were specified in section forty-two of the Customs Consolidation Act, 1876."

HARRISON PATENT KNITTING MACHINE COMPANY, LIMITED.

The business of knitting machine manufacturers, hosiery manufacturers, &c., carried on under the style of The Harrison Patent Knitting Machine Company, at 48, Upper Brook Street, and 133, Portland Street, Manchester, and 77, Oxford Street, London, W., was registered on the 23rd inst., with a capital of £10,000 in £1 shares.

Failures and Arrangements.

JOSEPH HAWTHORN, Sewing Machine Agent, Wellington Street Kettering.

This bankrupt came up for his public examination at the Northampton Bankruptcy Court, on June 12th, before the Registrar. The summary of accounts filed by the debtor showed liabilities amounting to £172 15s. 8d., and the assets were estimated to realise £167 4s. 7d., thus leaving a deficiency of £5 11s. 1d. The debtor in reply to questions said his business consisted of purchasing sewing machines on credit, and disposing of them on the hire system, to be paid for by weekly instalments, but he only had hiring agreements in one or two instances. If the person who supplied him with machines had only given him time he could have paid his creditors in full. The immediate cause of his filing his petition was through his being served with a writ. Out of the £172 owing by him, £104 was due to the party of whom he purchased the machines. The examination was eventually ordered to be adjourned.

LLOYD & CO, Perambulator Manufacturers, Borough.

A first and final dividend of 1s. 3d. in the pound is now being paid by the trustee in the above.

SMITH & SONS, Washing Machine Makers, Royd Works, Keighley.

The above have been adjudicated bankrupts, with gross liabilities £22,629, of which £13,995 is expected to rank for dividend, against assets estimated at £3,113 1s. 9d. The debtor James Ellison Smith attributes his failure to the impossibility of his carrying out the terms of an agreement between himself, his mother, and sister.

COYLE & CO., Jewellers and Machine Agents, 16, Bishop Street, Londonderry.

The above have assigned their business to Mr. Edward Kevans, of Dublin. The liabilities are £4,100, and assets £3,500.

CHARLES PREECE, General Dealer, Uxbridge Street, Burton.

The above has filed a deed of arrangement. The liabilities are £206, and the assets £134. One machine firm is a creditor, viz., Entwistle & Kenyon, for £17.

ANDREW BATE, Roller Turner, late Sewing and Washing Machine Dealer, 493, Rochdale Road, Manchester.

The above has been adjudicated a bankrupt. The following are creditors :—

	£	s.	d.
Whittaker Bros,, Accrington	15	12	10
Summerscales & Sons, Keighley	24	0	0
PARTLY SECURED CREDITORS.			
Summerscales & Sons, Limited, Keighley ... (Estimated value of security, £5.)	51	9	11

AARON MIDGLEY, Sewing Machine Agent, Malton.

The above has been adjudicated a bankrupt. The public examination takes place on the 10th inst.

MESSRS. WILLIAM BAIN, LIMITED, Machine Dealers, Aberdeen, have passed a resolution, which has been subsequently confirmed, to the following effect :—

" That the company be wound up voluntarily ; and that Peter Esslemont, Henry Gray, John Webster, James White, all merchants, and William Bain, managing director, all Aberdeen, be liquidators."

UNPRECEDENTED SUCCESS.

AT THE

WORLD'S FAIR, CHICAGO,

THE SINGER MANUFACTURING CO.

OBTAINED

54 FIRST AWARDS,

And thus secured the First Position among the Largest Number of Exhibitors that have ever been brought together at any Exhibition.

THIS GREAT TRIUMPH IS LARGELY DUE TO

THE MANY IMPROVEMENTS IN

SINGER'S

NEW SEWING MACHINES,

Which, for Rapid and Noiseless Working, Simplicity of Parts, Beauty of Stitch, and Marvellous Production of Art Work, are

A Source of the Greatest Surprise and Interest

TO THE USERS OF EARLIER STYLES.

MACHINES OF ANYBODY'S MAKE REPAIRED OR EXCHANGED.

THE SINGER MANUFACTURING CO.,

MANAGEMENT FOR THE UNITED KINGDOM — 39, FOSTER LANE, LONDON, E.C.

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BELL AMERICAN ORGANS,

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TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

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HARROP'S



PATENT COMBINATION

BABY CARRIAGE

AND

MAIL CART.

Convertible to 4 Positions.

GREATEST TRIUMPH IN

BABY COACH BUILDING.

NO DEALER OR HOME SHOULD BE WITHOUT ONE.

Carriage No. 111, 24 × 14 Wheels, £4 4s

Provisional Patent No. 16502.

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MANCHESTER.

CANOPIES! CANOPIES! CANOPIES!

SPECIAL SUMMER OFFER.

BRASS and IRON CANOPY FRAMES

For Mail Carts and Bassinettes.

PLAIN AND FANCY CANOPY COVERS

In a Variety of Patterns.

W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

The Largest Makers in the World of Perambulator Fittings.

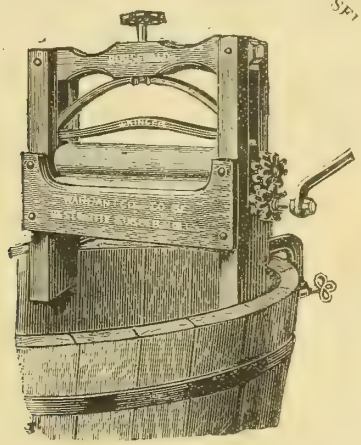
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS?



This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown n the sketch.

ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

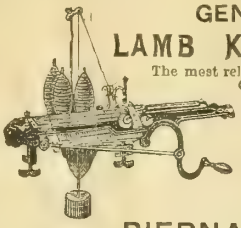
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GENUINE AMERICAN

LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

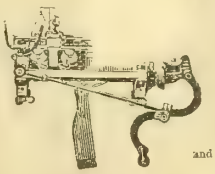


SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with specia automatic attachments.

BIERNATZKI & CO.,

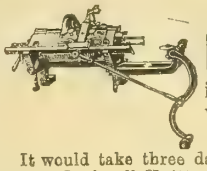
4 ELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or GLOVES and CLO WOOL, SILK, or COTTON TIONS FREE. Listed TRIUMPHANT AWARD at PA WINNER in the WORLD of 4 GO and 22 other Honours. HARRISON KNITTING M[illegible] & CO. Works: 48, Upper Brook St., Manchester.



The New

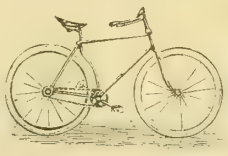
ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

Judgment in the great tyre case—North British Rubber Company *v* Macintosh—was delivered on the 12th ult., particulars of which are given elsewhere.

The Palmer Tyre Company have issued a handy little pamphlet, entitled "Tips on Tyre Repair," which can be obtained gratis.

The Albion Mills Saddlery Company, Hertford Street, St. George's, Birmingham, have purchased the business of the Rath Automatic Saddle Company, and are working same with considerable success.

During last month the Macbeth Cycle Company, Limited, has been formed with £5,000 capital.

The "Resilient" is one of the latest tyres, and is made of a fabric which is unstretchable. The sides are very rigidly built, but the running surface yields readily. A syndicate—the Resilient Tyre Syndicate, Limited—with a capital of £10,000, is being floated to work the tyre.

Mr. Warsop, a Lancashire man, has brought out a new automatic tyre inflating apparatus, in which a bracket is fixed on the wheel hub carrying a crank-shaft which actuates a small oscillating pump, also fixed on the bracket. A flexible tube connects this with the wheel, and thus the arrangement works a special spring preventing an excess of pressure on the tyre.

A new chainless safety, ycelpt the "Gleason-Branson," has just been introduced by Mr. Branson, of Philadelphia, U.S.A. The driving-gear consists of two light parallel rods used in conjunction with two small cranks.

A new ball brake for pneumatic tyres has been recently invented and patented by Mr. G. Harper, of 24, West Street, Coventry. The speciality is that, when applied, the brake does not "gather up" the tyre behind the point of contact as does the ordinary brake.

A new idea has been brought into use by the Central Engineering Works of York, who have adopted the expedient in racing machines of continuing the forks upwards to the rider's hands, thereby obviating the use of handle bars, and giving a gain in lightness and rapidity.

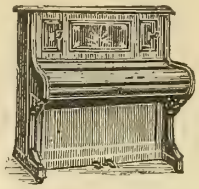
A new repair outfit, at the remarkably low price of 1s., has recently been introduced by the Beeston Pneumatic Tyre Company.

A new spring chain wheel has just been brought out by the Spring Chain Wheel Syndicate.

To acquire the rights of Messrs. Starley, Goodman, & A. V. Spratley for the manufacture of pneumatic saddles, and to carry on the business in saddle, and tyre makers, the Spratley Pneumatic Saddle Company, Limited, has been registered with a capital of £10,000.

The new electric pneumatic road-car, invented by Messrs. Blumfield and G. R. Garrard, and constructed by Messrs. Taylor, Cooper, & Bednell, Limited, Raglan Works, Coventry, has been completed during the past month, and on the 14th ult. made a successful trial trip of eighteen miles.

A new tangent Trigwell tyre, on so[illegible]lines, has been constructed by the Cycle Rubber C[illegible]yse Street, Birmingham. The cover is held in to a g[illegible]a manner which, it is claimed, does away with side rolling, creep[illegible]r giving on the tread. A feature of the tyre is that, in the back cover, sixteen pairs of tapes branch off diagonally from the centre to each side, and are stitioned from centre to end, whilst a band of solutioned canvas is ed all round the centre of the cover. This arrangement is said to very successful.



Section

Messrs. A. Moritz & Co. are now fully established in their new premises at Berners Street.

A new catalogue has just been issued by Messrs. E. Hirsch & Co., 59 to 61, Hatton Garden.

Messrs. Monington & Weston, Camden Town, have just brought out a new illustrated list of their pianos, which all dealers should see.

During the past month Messrs. H. Klein & Co., 84, Oxford Street, have had on show the new "Frogmore" model of their August Grand. It is a splendid instrument, grand in tone, and powerful; stands 4 ft. 4 in. high, is a full trichord, and has iron frame and check repetition action.

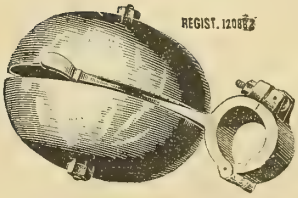
IMPORTANT NOTICE!

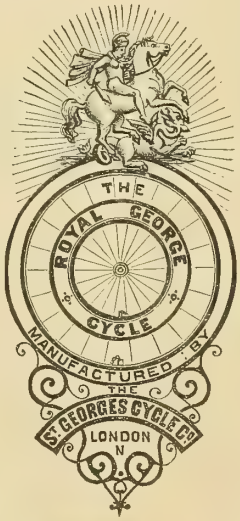
THE "ROYAL GEORGE" CYCLES

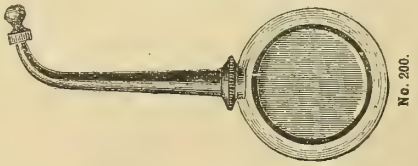
BEAR THIS TRADE MARK.

CYCLES,
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BELLS,
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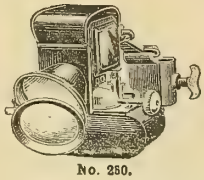


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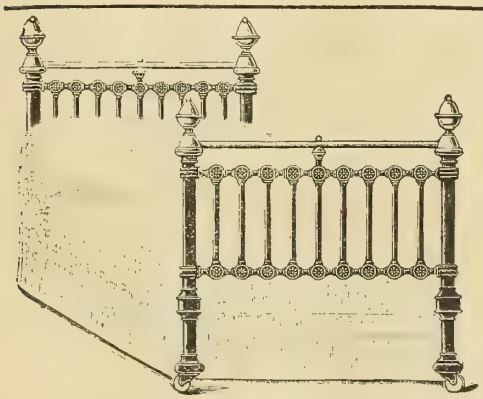
NICKEL PLATING,
STOVE ENAMELLING
IN OUR FACTORIES
FOR THE TRADE.

Telegraphic Address.
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SEND TRADE CARD FOR LIST TO

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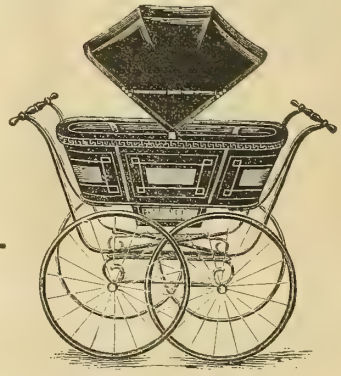
297 & 298, UPPER STREET, LONDON, N.



BEDSTEAD as drawn; inch Pillars; nine ½ inch Rods; Brass Rails; 4 ft. 6in. × 6ft. 6in.
Price 13/6 each.

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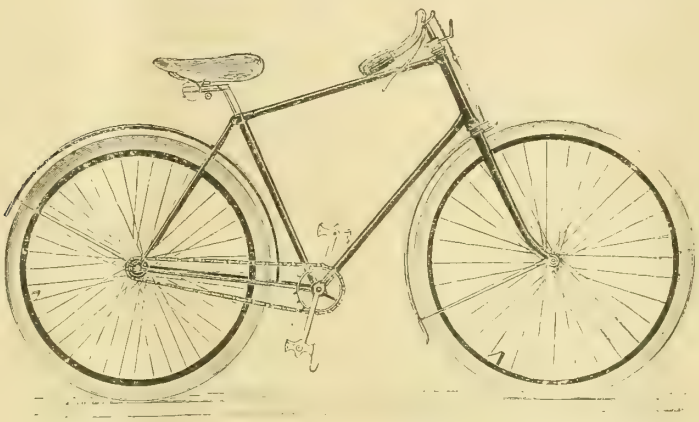
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THE "CLINCHER" PATENT CASE.

JUDGMENT FOR PLAINTIFFS.

Judgment in the case of The North British Rubber Company *v.* Macintosh was delivered on the 12th ult., in the Chancery Division of the High Courts of Justice, by Mr. Justice Romer, as appended.

As is well known, the case, which was heard in May last, was one in which Messrs. The North British Rubber Company, the manufacturers of the "Clincher" tyre, brought an action against defendant for an alleged infringement of Patent 16,783 of 1890, relative to the above-named tyre. The infringement was denied, and it was denied that the N.B.R. Company were the actual inventors.

His Lordship, in giving judgment, said: The only real question in this action is one of infringement. The objections to the validity of the patent fail, and the patent is a valid one, and the invention a valuable and meritorious one. On the question of infringement I will first state what in my view is the essence of the invention. It is the combination of an outside flexible tyre that can be easily removed, because it is not in itself a complete tube, and of an inside complete tube capable of inflation, so that when the inside tube is inflated the flexible tyre is kept on to the grooved dovetailed metal tyre by the pressure of the sides of the flexible tyre against the groove. And the patentee shows that you may thicken the sides or edges of the flexible tyre, whereby obviously you increase the grip, and clearly the greater the grip the more difficult it will be for the inside tube, if made very elastic, to force the flexible tyre out of the narrow mouth of the grooved metal tyre.

Now, in my opinion, what the defendants have done is substantially this—they have taken the patentee's idea, and the essence of his invention. All they have done in substance by way of alteration is to increase the size of the outside flexible tyre, and the thickening of its edges, and to exaggerate the dovetailing of the metal-grooved tyre, so as to give a greater grip, and render it more difficult for the flexible tyre to be forced out of the mouth of the groove, and this enables them to employ, as they do, for the inflatable inside tube, a more elastic tube than that mentioned in the body of the plaintiff's specification. I think that the defendant's tyre is an improved form of that invented by the patentee, but still in substance the patentee's, and an infringement. Let me now say a few words in detail on the various grounds urged by the defendant against the above view. The point which was chiefly relied on at the trial, and to which the evidence of the defendant was chiefly directed, was that owing to the way their outside flexible tyre was made (being made partly of cloth cut on the cross), it was not held at all, or to any substantial extent, in the groove by the pressure of the inside inflated tube forcing its edges against the sides of the groove substantially, as described in the plaintiffs' specification. The evidence on this point was considerable and complicated. At the conclusion, if I had been bound to decide at once, I should have decided against the point, but I felt some doubt, and in hopes of having that doubt removed, I suggested that an independent expert should be appointed to examine into the matter, and report to me. The parties consented to this, and agreed in selecting Mr. James Swinburne as the expert. That gentleman has acted and reported, and most carefully and ably he appears to have done his work. Any doubt I had has been entirely dispelled by his report, and it is clear to me that the defendant's tyre cannot be distinguished from the plaintiffs' on the ground I am now considering.

Another point taken by the defendant is this. In the body of the specification the patentee describes his inside tube as made of cloth and indiarubber; the defendant's inside tube is made of indiarubber only. It is said that cloth was essential to plaintiffs', for, otherwise, their inside tube would be too elastic and blow out the inside tyre—at any rate would do so if the sides or edges of the outside tyre were not sufficiently thickened.

And the argument is put very ingeniously thus: If the plaintiffs' specification be construed so as to include an inside tube made wholly of indiarubber then it is bad, because the patentee has not shown in that case how to avoid the blowing off of the outside tyre which would ensue, and which would make the tyre useless. But ingenious as all this is, it does not appear to me sound. The patentee has pointed out by his specification a perfectly good way of carrying his invention into practice. The invention worked in the way stated in the body of his specification, with an inside tube made of cloth and indiarubber, works perfectly well, and no one, practically, could feel any difficulty in carrying it out. I do not think he was bound to point out what would be obvious to any sensible person, that the less cloth you had, and the more elastic therefore the inside tube became, the more necessity there would be for increasing the grip by thickening the sides of the outside tyre, or exaggerating the dovetailing of the groove. Clearly, to my mind, the patent is not bad on any such ground. But take it that so far as the patentee is concerned he has indicated by the reference to the cotton that he does not contemplate his inside tube being too elastic or being made wholly without cotton, and then suppose a man subsequently finds that by much increasing the grip referred to in the patent he can, without the risk of blowing out the outside tyre, make the inside tube more elastic than the patentee thought, and wholly drop the cotton, would this enable him with impunity, and without being considered an infringer, to take and use the whole of the patentee's invention so long as he employed the increased grip and the more elastic inside tube? I think not.

The next point taken by the defendants is that their inside tyre is essentially a complete tube and not an arched tyre like the plaintiffs.

But I am satisfied that the defendant's outside tyre is not a complete tube, but is in all substantial respects, though enlarged in size, the same as plaintiffs' arched tyre, and acts in exactly the same way, and has the same advantages as to speedy removal and otherwise of the plaintiffs' tyre. Reference was made to par. 11 of Mr. Swinburne's report, and the experiment there mentioned as tending to support the view that the defendant's outside tyre acted as a complete tube. But this suggestion is made on an understanding of Mr. Swinburne's experiment. The strips which he put on were put not across the tube at right angles to the plane of the wheel, but lengthways. Mr. Swinburne himself, who was present in Court, corroborated this. Lastly, the defendants try to make out that their tyre is held in the groove by a different kind of action from that by which the plaintiffs' tyre is held. The defendants say that the plaintiffs' tyre is held in exclusively by frictional action, and that in the defendant's case there is no friction. But on the evidence and report, I come to the conclusion that this contention of the defendant's is not supported in fact. No doubt there is more direct frictional action in the plaintiffs' case, especially in the example where there is no thickening of the sides or edges of the outside tyre. But it is not all frictional pressure even in the last example. You cannot have friction without pressure, and pressure of an elastic material against an edge, or anything in the nature of an edge, tends to thicken the adjacent parts of that material. Nor is the defendant's action wholly free from friction. The truth, I think, is that the difference between the two is only one of degree, arising from the fact that the defendants have, as I before mentioned, increased the size of the outside flexible tyre and the thickening of its edges, and exaggerated the dovetailing of the metal-grooved tyre. In both cases the tyre is kept on by the difficulty caused in trying to pull a broad thing through a narrower opening. The plaintiffs, therefore, in my judgment, are entitled to the relief they claim.

Therefore judgment will be for the plaintiffs with costs.

Mr. Fletcher Moulton: And there will be the injunction and inquiry as to damages, and they will deliver up all the infringing articles as usual. And your Lordship will certify when the validity of the action came into question. The costs will include the costs of the expert?

His Lordship: Yes.

Mr. Fletcher Moulton: We will take an account instead of damages.

Mr. Neville: We shall appeal within a fortnight.

His Lordship: You will undertake to keep an account?

Mr. Neville: Yes; but we should ask that the injunction shall stay pending the appeal.

Mr. Moulton; I never heard of it.

Mr. Neville cited a case where this was done.

His Lordship : I think a stay should be granted. You see the interests at stake are so very great that if the injunctions were to go now, a serious injury might be done to the defendants if they were successful.

Mr. Moulton : Very well, my Lord.

Judgment accordingly.

BENNOR PATENT SEAMLESS HOSIERY MACHINE AND BUILDING CO., LIMITED

With the above title the business of a hosiery and knitting machine manufacturer and builder, carried on by Alexander Banks at Aberdeen Street, Nottingham, was registered on June 21st with a capital of £30,000 in £1 shares.

A SEWING MACHINE PATENT CASE.

THE ENGLISH AND AMERICAN MACHINERY COMPANY, LIMITED, *v.* THE UNION BOOT AND SHOE MANUFACTURING COMPANY, LIMITED, IN RE IMPROVEMENTS IN SEWING MACHINES.

This was an appeal from a decision of Mr. Justice Romer's, of February 16th, 1894. The action was brought to restrain an alleged infringement of a patent (No. 4,430, of 1880) for an invention relating to improvements in sewing machines, in which a hooked needle is used, such as are employed by bootmakers and saddlers in the sewing of leather. The invention consisted of a device for getting the thread into the hook of the needle. It was described in the specification as consisting mainly "in a novel form of looper, which ensures the unfailing placing of the needle thread into the hook of the needle by holding it straight across the path of the needle, thus preventing missed stitches being made, which is a very frequent occurrence with existing loopers."

Lord Justice Lindley said that Mills' patent had been relied upon as an anticipation, but the difference between the plaintiffs' patent and Mills' was perfectly plain. In Mills' patent the mechanism was so worked as to present the thread to the point of the needle instead of to the hook, and there was a danger of the thread catching the point. The result was that the patent was never worked. The essence of the plaintiffs' invention was that the thread was presented to the needle in such a way as to avoid this difficulty. With respect to Benson's patent it could not be right to use that against the defendants as part of the common knowledge relating to the subject-matter without giving them notice of it. It had been held that it was not always necessary to mention in the particulars everything relied upon as common knowledge, but if it was sought to rely upon a particular specification which was not necessarily common knowledge, notice should be given of it. With regard to the infringement, it had been ingeniously argued that the defendants' invention might be an infringement of Mills' patent, or of Benson's patent, but was not an infringement of the plaintiffs', but in his Lordship's opinion the infringement was clear. The appeal should be dismissed.

Lords Justices Lopes and Kay concurred.

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D. Hamilton, 30, Aldersgate Street, E.C., sewing machine manufacturer	1
R. C. Carpenter, 30, Aldersgate Street, E.C., secretary	1
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Branston Two-reel Sewing Machine Co., 59, Holborn Viaduct, E.C., the Branston Two-reel machine.
Bishop's Cluster Co., 147, Aldersgate Street, London, E.C., the Gloria machine and others.
Eclipse Machine Co., Oldham, Lancs., the Eclipse machine.
Jones Sewing Machine Co., Ltd., Guide Bridge, Jones' machines.
Kimball & Morton, Ltd., Bothwell Circus, Glasgow, the Lion machine and others.
Lohmann, C., Aldersgate Street, London, E.C., the Electra machine and others.
Murdoch, J. G. & Co., Ltd., 91, Farringdon Road, London, E.C., various machines.
National Sewing Machine Co., Fetter Lane, E.C., the National machine.
Nothmann, Gebr., Berlin. Agent : E. Rausnitz, 184, Aldersgate Street, E.C., the Nothmann.
Patent Button Hole Machine Co., 4, Newgate Street, London, E.C.
Pfaff, G. M. Agent : Wilhelm & Co., 132, Wool Exchange, London, the Pfaff.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C., the high arm Naumann machines and others.
Singer Manufacturing Co., 39, Foster Lane, London, and branches.
Gordon & Gotch, 15, Bride Street, London, E.C., the Domestic.
Two-reel Sewing Machine Co., Lim., Albion Street, Birmingham, Daniel Jones' Patent Two-reel machine.
Varley & Wolfenden, Keighley, Yorks, the Cyclops machine.
Vertical Feed Co., 24, Aldersgate Street, London, E.C., the Vertical Feed Machine.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.
White Sewing Machine Co., 48, Holborn Viaduct, E.C., the White machine.
Wheeler & Wilson Co., 21, Queen Victoria Street, E.C., the Wheeler and Wilson machine.
Webster, H., 442 & 444, Harrow Road, London, W., the New Home machine.
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Cherry Tree Machine Co., Cherry Tree, Lancs., washers and mangles.
Kimball & Morton, Bothwell Circus, Glasgow, rubber wringers.
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Patents

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Applications for Letters Patent

9,579. W. P. Mason and D. L. Aspinwall, for a pleating machine for making all kinds of pleating, kilting, flutings and trimmings of various kinds.

9,758. J. C. Combes, for improvements in and relating to knitting machines.

10,076. J. R. Sykes, for improvements in apparatus for sewing machines.

10,446. V. A. P. Louis, for improved means or arrangement of mechanism to facilitate the rock motion of children's cots and cradles.

10,493. G. Sowter, for improvements in circular knitting machines.

10,527. W. L. Wise, a communication from R. Theiler, of Switzerland, for improvements in or in connection with sewing machines.

10,551. H. Bean, for a combined mail-cart perambulator and luggage carrier.

10,697. C. A. Haupt, for an improved button-hole attachment for sewing machines.

10,804. E. E. Evans and W. W. Tonkin, for an improved machine for sewing cloths in the piece.

10,903. H. H. Lake, a communication from S. H. Wheeler, of United States, for improvements in sewing machines.

10,937. H. J. Haddan, a communication from G. W. Baker, of United States, for improvements in tension devices for sewing machines.

11,031. L. Lindley, for improvements in sewing and in machines employed therein.

11,203. J. Harrop, for an improved convertible mail-cart and bassinette.

11,228. P. R. J. Willis, a communication from N. Braddish and J. Wilcox, of United States, for an improved baby walker and chair combined.

11,257. W. Bowden, for improvements in tuck sewing machines.

11,351. J. A. Claringburn, for improvements in knitting machines.

11,383. B. Dukes, a communication from Fuchs and Rosenberger, of Germany, for improvements in apparatus for holding fabrics, garments, or the like, whilst sewing, stitching, or similarly working the same.

11,638. J. B. Braun, C. Clerc, and C. Leriche, for improvements in embro idering machines.

11,699. J. Hill, for an improved perambulator joint.

Abstracts of Specifications Published.

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No. 12,755. *Lockstitch Sewing Machines.* B. Kohler, of Chemnitz, Saxony. Dated 29th June, 1893.

The principal object of this invention is to unite by a butt-joint the edges of a rolled-up piece of fabric, and, after a hose has been thus formed, to sew the double border with back-stitching by simply changing the direction of the seam 90 per cent. The machine is applicable also for producing ornamental designs on tubular fabrics, as both the width of the seam and the length of the stitches are adjustable.

No. 4,149. *Sewing Machines.* R. Haddan, a communication from the Scott Shoe Machinery Company, of New York, U.S.A. Dated 17th February, 1894.

Relates particularly to the construction of the bobbin holder, together with its non-rotary support, and the construction and operation of the loop carrier, which serves to spread the loop of the sewing thread, and to pass the same over the bobbin holder and the bobbin, which are placed loosely into the fixed support, so that the loop of the sewing thread can be finally drawn up by the take-up mechanism.

No. 4,438. *Lockstitch Sewing Machines.* J. Graham, of Kingston-on-Thames. Dated 2nd March, 1894.

In two-reel lockstitch sewing machines a take-up lever formed with a hook, and operated by means of a special cam, is employed to take up the thread between the point of the needle and the material being sewn after each stitch. A pivoted thread carrier is combined with the reel holder, the hooked end of the thread carrier being kept in contact with a groove on the shuttle by a spring, in order to carry the thread loop over and free of the shuttle, as the latter is reciprocated below the bed plate of the machine.

No. 5,224. *Sewing Machine.* W. Kempton and D. Macrae, of Belfast. Dated 13th March, 1894.

The main object is to provide mechanism whereby plain or zig-zag stitching and also button-hole stitching can be done on the same machine without the addition thereto of attachments, and the like or the alteration of any of the parts.

United States Patents.

Issued and Dated May 15th, 1894.

519,897. R. J. Woodward, Waukegan, presser foot for sewing machines.

519,909. E. C. Holland, Austin, Ill., end cap for cylinder sewing machines.

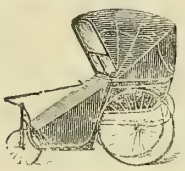
Issued and Dated May 22nd, 1894.

520,208. J. Kohler, Limbach, Germany, for a machine for sewing looped fabrics.

520,209. J. Kohler, machine for sewing looped fabrics.

520,292. J. W. Betz, Brooklyn, N.Y., felling attachment for sewing machines.

520,303. W. Cutts, Tabernacle, N.J., warp-frame attachment for knitting machines.



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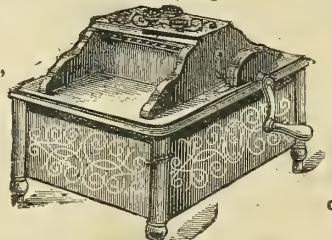
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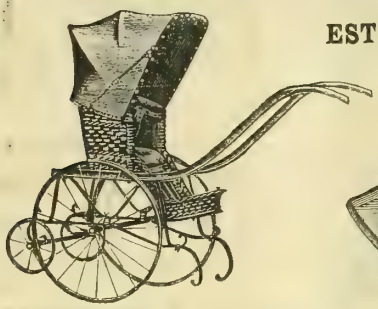
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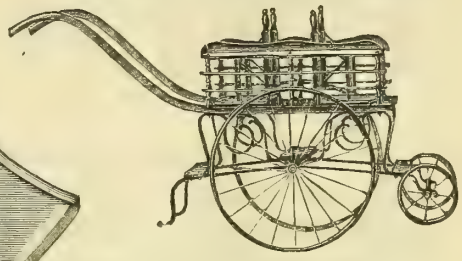
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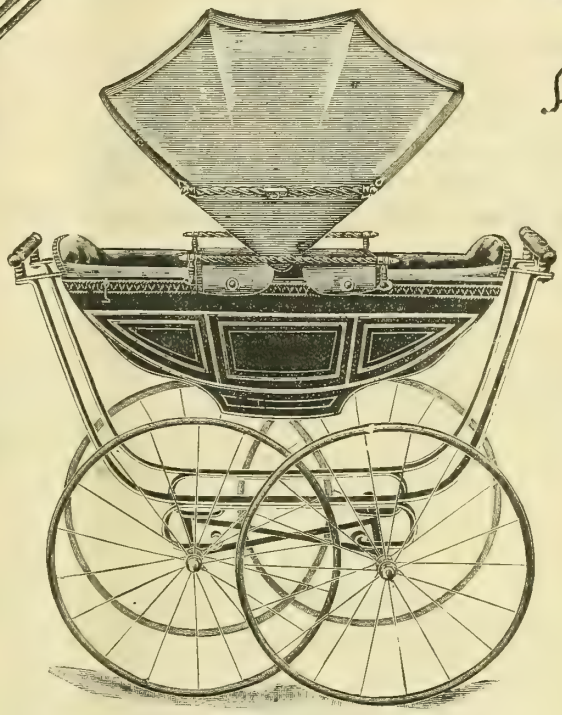
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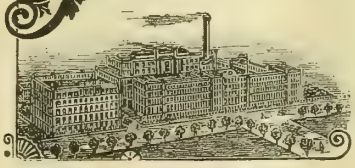
THE LARGEST MANUFACTURER IN THE **MIDLANDS.**

PATENTEE OF THE DETACHABLE SHAFT.

PRICE LIST ON APPLICATION.

40½, BRISTOL STREET, BIRMINGHAM.

NAUMANN'S



NEW HIGH ARM

SEWING MACHINES

For the BOUDOIR, FAMILY USE, & MANUFACTURING purposes.

Are the BEST and MOST COMPLETE MACHINES in the Market.

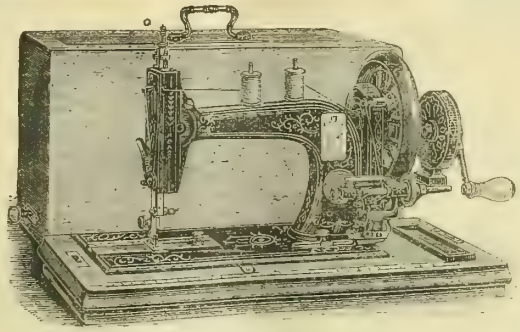
MAKE A PERFECT LOCKSTITCH. WILL SEW FROM THE FINEST MUSLIN TO THE STOUTEST CLOTH.

Are the most Simple in Construction. The most Silent in Action.

WOODWORK TASTEFULLY INLAID WITH MOSAIC.

SEIDEL & NAUMANN,

23, MOOR LANE, LONDON, E.C.



RELIABILITY!
SUPERIOR FINISH!
WARRANTED QUALITY!
LATEST PATTERNS!
SUPERIOR WORKMANSHIP!
ELEGANCE & LOW PRICE!
COMPETITION DEFIED!
INSPECTION INVITED!

NAUMANN'S FACTORY — 1,600 Workmen. Yearly Production: 80,000 Sewing Machines, 10,000 Cycles. Buy no Machine without seeing the Trade Mark.

SEIDEL & NAUMANN'S CYCLES were Exhibited at the National Cycle Show, Crystal Palace, and gained the Highest Notice of all Cycle Papers.

Wholesale Department:—Pianos, Musical Instruments, Musical Albums, Etc., Etc.

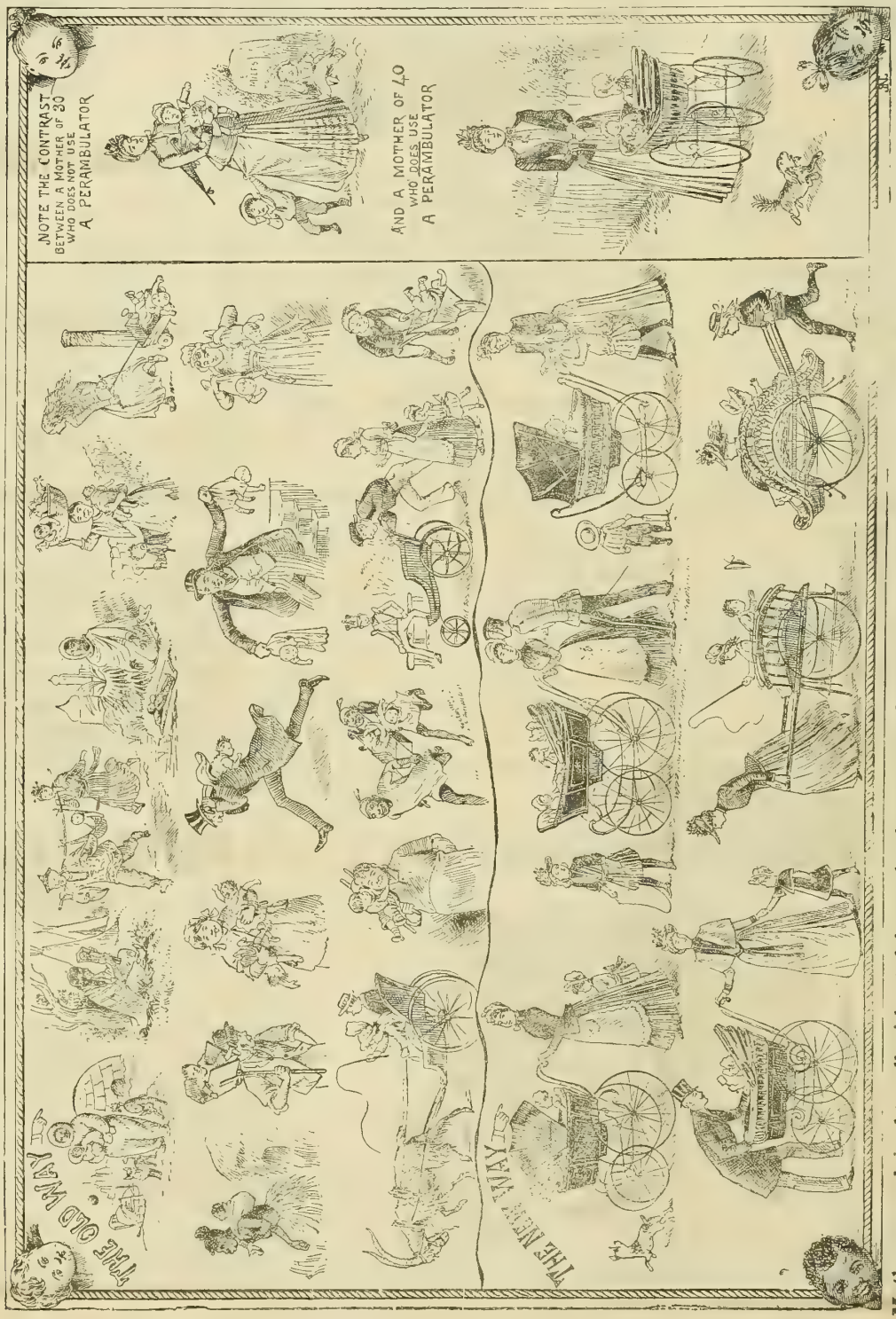
ILLUSTRATED PRICE LIST AND FULL PARTICULARS FREE ON APPLICATION.

Effective Advertising.

"Baby's Ta-Ta" Circulars.

We are open to supply Pictorial Circulars to any Dealer, printing his name and address on same, at the following rates for cash; **1,000 7/6**; **3,000, 6/-** per **1,000**; and **10,000, 4/9** per **1,000.** We also publish a Pictorial Circular relating to Sewing Machines at the same rates

SEWELL & Co., 28, Paternoster Row, LONDON.

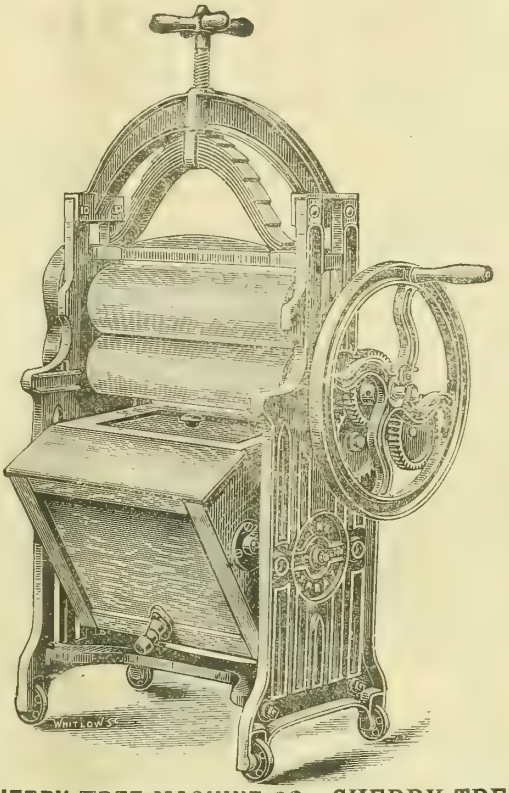


BABY'S TA-TA," *Old Style and New.*

Mothers are advised to call without delay at the showrooms of JOHN BUGGINS, 15, EBENEZER ST., SOCUM, where they can inspect a choice collection of Children's Carriages & Mail Carts, at moderate prices for cash, or on easy terms of payments.

THE "SPRAY" WASHER.

Gold Medal awarded at the Lancashire Industrial Exhibition, 1893.



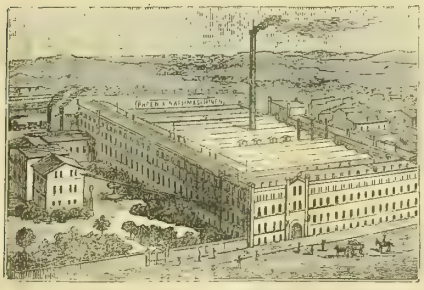
The "SPRAY" is a Wringer and Mangle, with Washing Machine attached, and takes up no more room than the ordinary Mangle. It works well, quickly, and very easy, and is as easy to work full as empty.

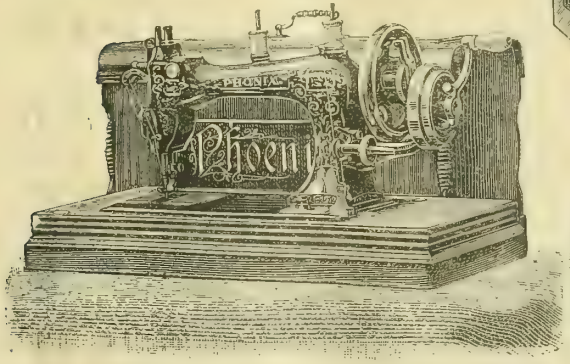
It is the most perfect Washer ever offered, and dealers have a splendid opportunity to make money by introducing it to their customers.

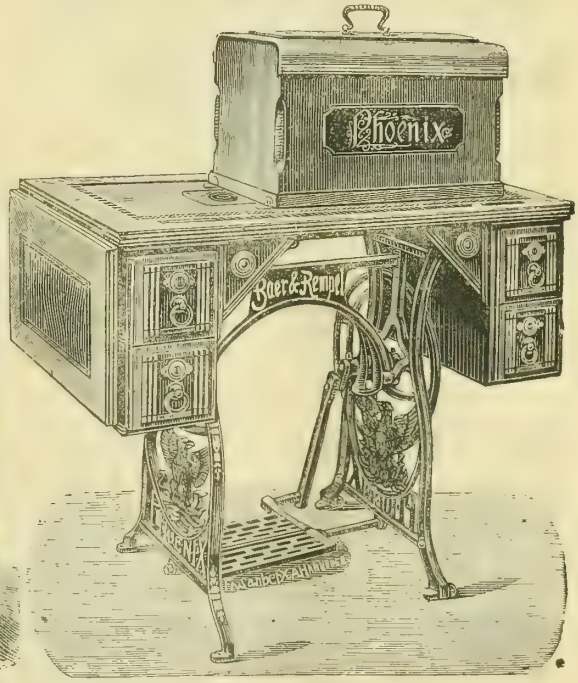
Catalogue and trade terms on application.

Sole Manufacturers—**THE CHERRY TREE MACHINE CO.**, CHERRY TREE, near BLACKBURN.
London Showroom, &c.—R. J. JOHNS, 59, HOLBORN VIADUCT, E.C.

BAER & REMPEL,
Bielefeld, Germany.







Rotary Motion Triumphant! **THE PHŒNIX SPOOL MACHINES**, for Family Use and Manufacturing Purposes, are the most SILENT, the most RAPID, and the most DURABLE Sewing Machine in existence.

WRITE FOR PARTICULARS.

☞ **SOLE AGENCY** for Unoccupied Territory in England, Scotland, and Ireland will be given to responsible parties.

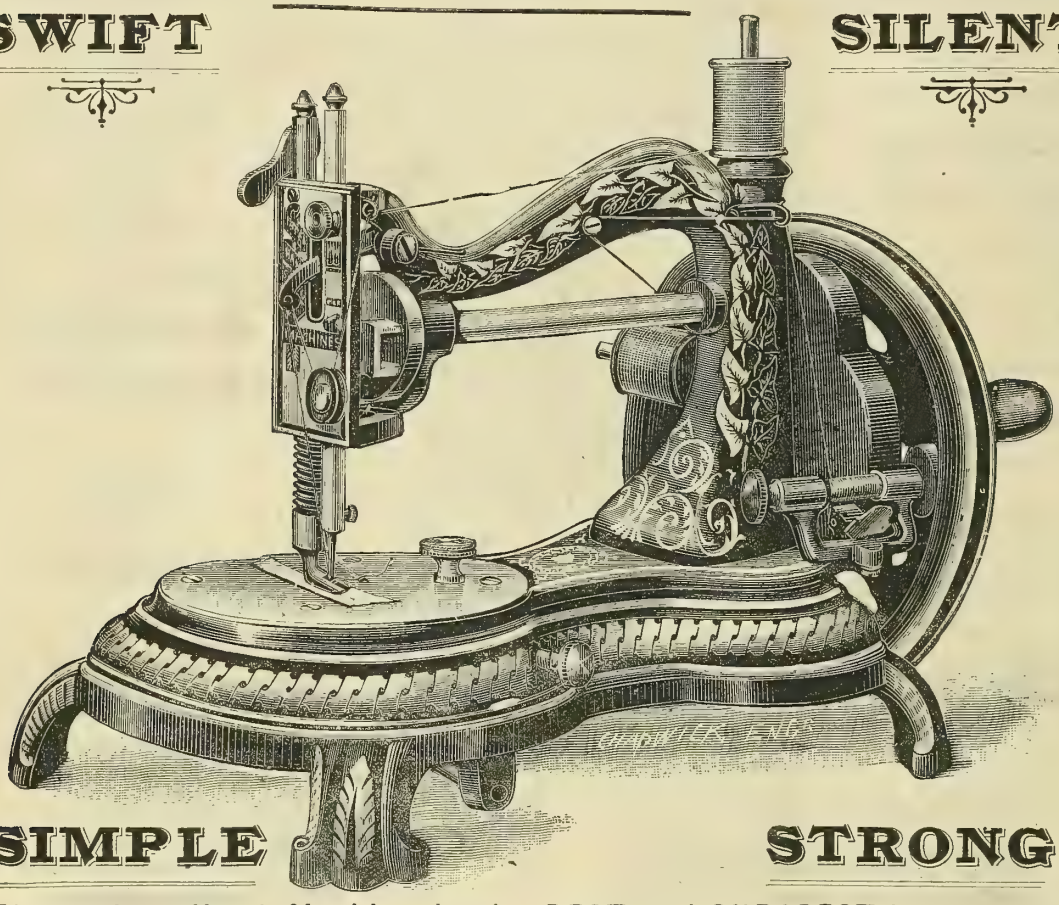
General Wholesale Agent for the United Kingdom: C. LOHMANN, 36, Aldersgate Street, E.C.

THE

"Eclipse"

HAND MACHINE

SWIFT SILENT



SIMPLE STRONG

The Eclipse Hand Machine is the BEST and CHEAPEST in the Trade. It pays AGENTS and SHIPPERS much better to handle this machine in preference to any other, and no dealer's stock is complete without it. Once tried always bought.

SHIPPERS specially invited to write for sample Machine and terms.

Manufacturers and patentees of the "ECLIPSE" MEDIUM FAMILY OSCILLATOR AND FAMILY HAND SEWING MACHINES.

THE "ECLIPSE" KNITTING MACHINE. The QUICKEST and BEST Machine in existence for MANUFACTURING AND DOMESTIC USE. SIMPLE IN CONSTRUCTION, EASY TO LEARN, and LIGHT RUNNING.

Send for Illustrated Lists and Wholesale Terms to the

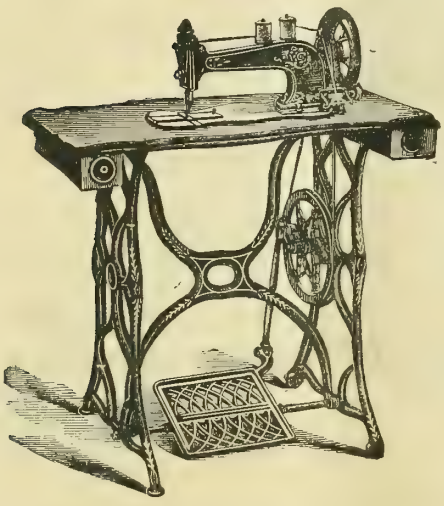
Sole Manufacturers:

THE "ECLIPSE" MACHINE CO., OLDHAM.

(LATE SHEPHERD, ROTHWELL, & HOUGH.)

VARLEY & WOLFENDEN,

KEIGHLEY, ENGLAND,



SOLE MANUFACTURERS OF THE

CYCLOPS

Lockstitch Sewing Machines

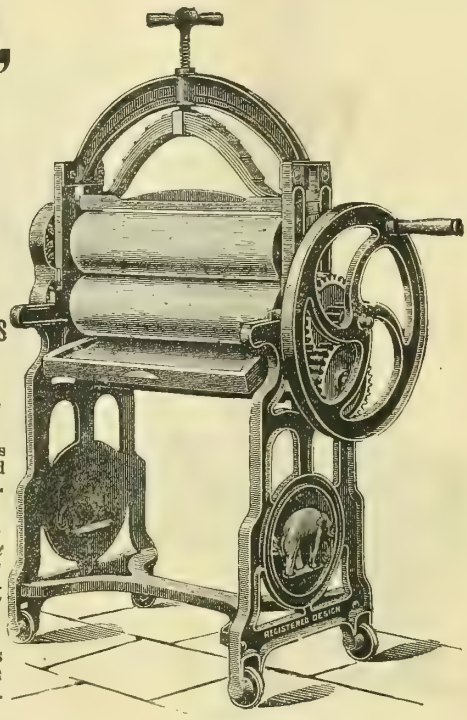
FOR

Domestic and Manufacturing Purposes

Also Manufacturers of Wringing and Mangling Machines.

These Machines are made from the Best Materials, and cannot be surpassed for excellency of finish and durability.

SHIPPING ORDERS EXECUTED ON THE SHORTEST NOTICE.



THE

Victoria Manufacturing Co.,

Head Office and Works—

78 to 82, HANOVER ST., and 71, CATHEDRAL ST., GLASGOW.

CYCLES,

The Best and Cheapest in the Market; up to date in every respect, with Dust Proof Barrel Brackets. Light Weight and High-class Finish a Specialty. Good Discounts to Agents Write for Illustrated Catalogue and Terms; you will find it to your advantage.

SEWING MACHINES.

Unequalled for Easy Running. Handsome Appearance and Perfect Stitch. Cheapest in the Trade. Special Machines for all Classes of Work. Agents are invited to Write for Prices and Terms.

THE "ACME" ICE CREAM FREEZERS

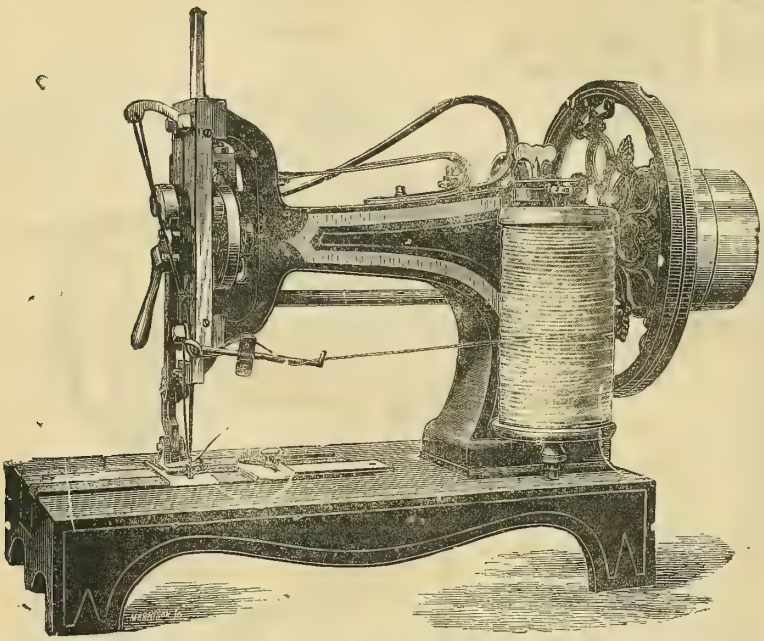
ARE THE BEST.

Illustrated Catalogue and Trade Prices on Application to the Sole Makers,

"ACME" MACHINE COMPANY,

Manufacturers of WASHING MACHINES, WRINGING MACHINES, MANGLES, TUB STANDS, CARPET SWEEPERS, KNIFE and FORK CLEANERS, PERAMBULATORS, MAIL CARTS, &c.,

HENRIETTA STREET, GLASGOW.



SPECIALITIES.

SACK, SAIL,
TARPAULIN, &
BELT SEWING MACHINES.

OSCILLATOR,
MEDIUM,
FAMILY, &
HAND Sewing Machines.

KILTING, CASING, AND WRINGING MACHINERY.

Liberal Terms to Dealers.

KIMBALL & MORTON, LIMITED.

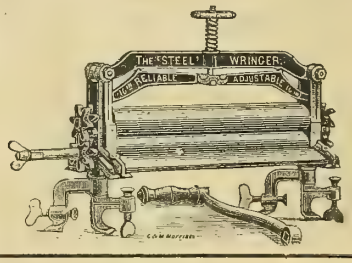
(*ESTABLISHED* 1867.)

SEWING MACHINE MANUFACTURERS,

BOTHWELL CIRCUS, GLASGOW.

Branches—

62, Reform St., DUNDEE, and 11a, Norfolk St., MANCHESTER
56, Aldermanbury, LONDON, E.C.



PRAM RUGS, GOAT SKIN. PRAM RUGS, GOAT SKIN.

From 16s. per dozen.

White, Grey, Black or Brown Skins, mounted on different colour Cloths with pinked borders.

Send 21s. for assorted sample dozen, and four sizes.

SPECIAL TERMS TO FACTORS.

WHOLESALE ONLY.

HANDEL WHEATLEY, EVESHAM.

Hire Agreement Forms for Perambulators on Easy Terms.

SEWELL & Co.,

28, Paternoster Row, London.

TO INVENTORS.

General Patent Office. Established 1830.

G. F. REDFERN & CO.

4, SOUTH STREET, FINSBURY,

LONDON.

PROVISIONAL PROTECTION for 9 months under the new Act, £3 3s.; to complete the Patent for 4 years, £7 7s. French Patent, including first year's tax, £8; Belgian Patent, £4; Imperial German Patent, £10 10s.; United States Patent, including all expenses for the whole term, £17 10s. Circular of information as to the mode of proceeding in applying for Letters Patent, cost of European Patents generally, and also of Colonial Patents, forwarded upon application. Trade Marks and Designs registered in England and Abroad. [Telephone No. 169.

REGISTERED TELEGRAPHIC ADDRESS:—"INVENTION, London."

HIRE AGREEMENT FORMS.

The best form compiled, used by most of the trade.

Price 6d. per dozen, 3/9 per 100.

HIRE INSTALMENT CARDS.

Strongly bound instalment cards with the hire terms at the back. Price 1/- per dozen, 7/6 per 100. Dealer's name and address printed if required; extra charge, 2s.

Sewell & Co., 28, Paternoster Row, London, E.C.

THE LATEST & BEST PRAM.

YET INVENTED IS THE

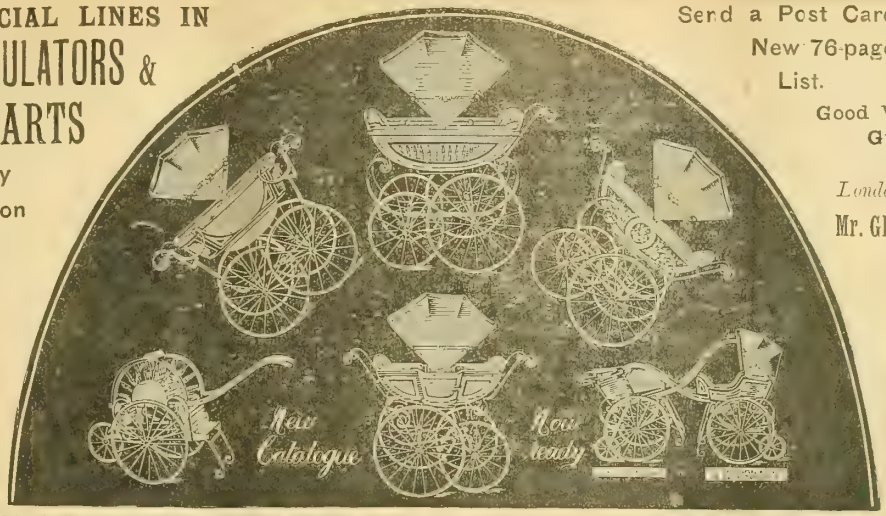
"ECLIPSE PATENT,"

And any Maker can be supplied with the Patented Parts. Write for prices and drawings.

G. R. PRICE, Perambulator Works,

GOOCH STREET, BIRMINGHAM.

SPECIAL LINES IN
PERAMBULATORS & MAIL CARTS
of every description and quality, to suit all Trades.



Send a Post Card for our New 76-page Price List.
Good Value Guaranteed.
London Agent —
Mr. GEO. PEARCE, 39, Holborn Viaduct, E.C.

THE HALESOWEN PERAMBULATOR CO., Limited, HALESOWEN, near BIRMINGHAM.

TWO BIRDS WITH ONE STONE.

Machine Dealers and others have for different reasons long complained of their unsatisfactory experience in conducting a Knitting Machine business. **One Complaint** is the trouble in teaching assistants and purchasers, because the machines are not simple enough. **Another Complaint** is that the business cannot be made to pay on a small scale, chiefly because the proper knitting wools could not be got in small quantities at bottom prices. STIBBE'S agents experience none of these difficulties, because his "**IDEAL**" **KNITTER** is so simple a child can learn it, and it never goes wrong because it has no parts to get out of order. His agents are supplied at first price with any quantity of the most suitable wools for any kind of knitting. All his goods being proprietary articles of the highest quality, his agency in any district forms a valuable addition to any business. It is **two valuable agencies in one.**

G. STIBBE, 25, JAMAICA STREET, GLASGOW.
ILLUSTRATED CATALOGUE, SAMPLES, etc., Post Free.

Sewing Machine Gazette Office, 28, Paternoster Row, London, E.C.

RATE.—½d. per Word ; Minimum, 6d.

KING'S UNIVERSAL SUPPLY, Limited, 17 & 18, Railway Approach, London Bridge, are offering the best terms to Agents for the sale of their Sewing Machines, Gold and Silver Watches, &c., &c.

NEEDLES, Sewing Machine. Very highest quality. Very lowest price. Samples and price with pleasure.—W. Heath, junr., Web Heath Works, Redditch.

HUNT'S AUTOMATIC LIGHTING CYCLE LAMPS.—The "Norfolk" was admired by everybody at the Stanley Show. For agency and terms write, 71, Bridge Street, Norwich.

BELTS! BELTS!! BELTS!!! — For Sewing Machines (round). Best Straight-grained Leather. Assorted lengths from 54 to 60 in.; 18s. per gross, nett cash.—Harvie's, 110, Kirkdale Road, Liverpool.

THE WHITE SEWING MACHINE COMPANY require a good salesman-collector for the S.E. and S.W. London Districts.—Apply by letter only to White Sewing Machine Company, 48, Holborn Viaduct.

CYCLE AGENT in large Yorkshire town, having shop in leading thoroughfare, is open to take up agencies on commission during the winter.—Address "Business," care of *Sewing Machine Gazette* Office.

AGENCY.—Wanted, Sole Agency for Sewing Machines, Perambulators, &c., or would arrange to open branch depot. Excellent references and security.—Address, H. W., *Sewing Machine Gazette* Office.

DISTRICT MANAGER of Depots (just resigned) open for engagement in any capacity over collector-salesmen. Twenty years' varied experience in the "Hire Trade" with Singers' and other companies.—D., 11, Elford Terrace, Leeds.

GOOD DOMESTIC MACHINERY BUSINESS to Dispose of in leading town, county Durham. Good connection with railway men. Established 18 years. Rent low. Ingoing moderate. Rare opportunity for young, pushing man. If desired, stock at valuation. Declining business solely through ill-health.—Apply H. Robinson, 77, Parkgate, Darlington.

A LIMITED QUANTITY of NYE'S BEST REFINED AMERICAN SPERM SEWING MACHINE OIL, well and neatly packed in square panelled bottles, in clean and splendid condition, securely packed in gross cases; 2 oz. 15s., 4 oz. 19s. per gross, nett cash. Sample, 3d. stamps.—Egdell & Co., Newcastle-on-Tyne.

NEEDLES.—Family and medium, 2s. per gross; large quantities very cheap; Howe B, 3s. 6d. per gross. Every needle warranted perfect.—S. Cox & Co., Alcester.

OILS Our cash prices for finest Sewing Machine Oils are:—2 oz., 14s.; 3 oz., 16s.; 4 oz., 18s. per gross, in panelled bottles. Oil guaranteed the best; oils matched. Every kind of oil loose—Sewing Machine, 1s. 6d. per gallon; Cycle Burning, 1s. 9d. per gallon; Cycle Lubricating, 1s. 6d. per gallon, &c. Correspondence solicited.—Isaac Spencer & Co. (late Lady Bridge Oil Works), High Street, Hull.

(See page 26 for other advertisements.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

Subscription.—3s 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

THE HIRE TRADERS' GUIDE AND RECORD.

Subscription.—2s. 6d. per annum, or 9d. per quarter, post free.

Advertisements.—Tariff on Application. All changes in Advertisements to be notified by the twenty-fifth of each month.

Contributions.—Articles, Letters, Reports, &c., on trade subjects invited and paid for if so arranged. Readers are earnestly requested to notify changes of address, the opening of new premises, &c., in their several towns.

Trade Information.—We are always pleased to be at the service of our readers by supplying them with the names of manufacturers, &c. All we ask is that they enclose stamp for reply.

Replies to Advertisements.—We request that readers, in replying to advertisements in our columns, will mention our Journals as the source of their information.

In Writing to Us.—Please address all communications either "Publisher," or "Editor," at the address given below.

Hire Agreements and Payment Cards.—We supply these to most hire traders. Particulars on application.

List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

SEWELL & Co., Publishers.

28, 29, & 30, Paternoster Row, London, E.C.

Editorial Notes.

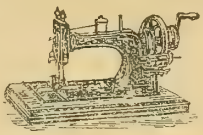
The Wily Draper. On another page will be found an article, taken from the *Drapery World*, dealing with the methods of trading adopted by a certain section of the drapery trade. It is really time that a full disclosure was made as to the tactics of these gentry. Our readers well know the position we have taken up on this subject. We hold, firstly, that the draper has no moral right to treat the wares of distinct trades as "call birds" by exposing them in his window ticketed at cost price, or even less, with the deliberate object of giving the public the impression that all the articles sold at the establishment are equally cheap. Our contemporary very happily uses the phrase of lifting the bait from the hook, and it is undeniable that if the public would only purchase from the "cutting draper" just such goods as are shown in the window, *and insisted upon having the actual article bearing the ticket*, the modern mammoth draper would soon be as extinct as the dodo. We have before remarked, and in all truthfulness, that the "cutting draper" has made more enemies than any other tradesman. Unfortunately, his methods appear to have paid him handsomely, judging from such insight into his business as recent company prospectuses allow. It is surprising, however, the depths to which this class of trader will sink in order to gain his ends. Our readers may have noticed that the remarkable success of such businesses is often said to be due to selling at a small rate of profit; yet a net dividend of from 7 to 10 per cent. is said to be certain to all investors! The morality of traders generally has, we fear, of late been on the down-grade, but it has been left to the draper to touch a lower depth in this respect than any of his fellow traders.

The State of Trade. What is the matter with trade? On all hands we hear the most distressing reports. At this time of the year the sales of sewing machines generally show a decline; but perambulators, mail-carts, and cycles should be in brisk demand. Almost every manufacturer of carriages and cycles, however, is complaining of trade being the worst on record. We have before us a letter from a perambulator manufacturer, who is generally busy even when others are slack, yet he gives a most pitiful account of trade. It is but poor solace to know that other nations are now having a bad time, but such is the fact. Trade in Germany, Austria, France, Switzerland, and Belgium, we are told by a recent visitor to these countries, is most unsatisfactory; and as to the United States—well, it is simply awful. There is, however, a silver lining to the black cloud; our harvest is certain to be phenomenally good, and this will surely mean better trade next year

AN IMPORTANT DISCLAIMER.

Mr. William Bain, the well-known sewing machine and cycle dealer, of 9, Bridge Street, Aberdeen, writes us that the William Bain, Limited, of Aberdeen, referred to in our last issue as having been voluntarily wound up, are coachbuilders, and that this dissolution has nothing whatever to do with his own business.

Our correspondent informs us that our insertion of the note *re* William Bain, Limited, might have a prejudicial effect on his business, which we should deeply regret. We therefore hasten to explain to our readers that curiously enough there are two William Bains in Aberdeen, and that no reference to "William Bain, Limited," must be taken as concerning "William Bain" without the affix, as the two businesses have nothing whatever in common.



Section

ON RETAILING SEWING MACHINES.

We have received a copy of the special supplement to the *Sewing Machine Times* of New York, giving a reprint of the prize essays on the above subject. To Mr. Martin L. Wilson, a machine dealer at Attica, Indiana, was awarded the first prize for the following essay:—

My contribution for the instruction and encouragement of agents and dealers and their *employes* in the selling of sewing machines will be from an experience of twenty-two years.

1st. The proper way to begin the business is to secure the best machine made, one that has standing as well as practical value. Get exclusive control of as much territory as you expect to work thoroughly.

2nd. Buy in small lots, and pay cash. You can do better this way, even if you have to borrow your capital. Better have a shipment of five machines coming in at your front door every week for ten consecutive weeks than one shipment of fifty every ten weeks; it is certainly a better card for you, as your stock is fresh all the time. People notice the arrivals and talk about you.

3rd. By all means handle *but one machine*. I urge this strong. Your old machines that you trade in and refit, which you should do, together with your repossessions, will make all the low-priced machines you can use at a better profit to you, and more satisfactory to your customers than cheap new machines.

4th. Get a nice show-case, at least six or eight feet long, and fill it nicely with all kinds of needles, oil, parts and attachments, and be ready to catch all repair trade, which will be large and profitable if you work for it. I make from twenty-five to forty dollars a month out of it. Charge a good price for your repairing, but do it thorough and prompt. Never let a slighted job go out of your office. This business alone will bring you before the public better than any other scheme you can devise. Be prompt in your promises on your work and warrant it.

5th. Keep your office and shop, however small, clean and inviting, carpet or matting on the floor, adorn the walls with sewing machine products of some kind, have everything comfortable and convenient without extravagance. If possible (and it is) have your room devoted to your business alone. You will have enough work repairing and adjusting to keep it open all the time, and be there yourself always. Let folks come in to your repairing department and see you with your sleeves up and at work. They will have more confidence in you if they see with their own eyes that you can master your business.

6th. Get young men for your assistants; they can endure more, and take much better than old men. The business is undergoing a change in this respect just now. Pick up a bright young man or two—as many as you need, out of your own town. Send them to the general office for a week or ten days, help the company to pay the expense to start them right, and you will have better

results than to hire old men "with a record." You can teach them the adjusting and repairing of old machines yourself, during odd hours and rainy days. You need not resort to old time "trickery" and "schemes" to sell machines now—better that your men know nothing about it.

7th. Buy a small space in your weekly paper, if in the country; tell the people in a plain way what machine you sell, and that you adjust and repair all kinds of machines, and have for sale needles, oil, and supplies. Keep the "ad" in the same place in the paper each week, and change the wording every month. If in the city use circulars, dodgers, &c., and put them regular once a month in the homes of as many as you can.

8th. Let politics and all "outside snaps" alone; you have plenty to do inside of your office to keep you profitably employed. Get your name before the people as *a sewing machine man*, as a prompt and reliable one, and keep it there. Make your word good and be ready to accommodate in the little things pertaining to the business.

9th. Pay your help all they are worth. For twenty years I have paid salary, and find it the best way. I have never had a man leave me but what he would come back and work for me again if circumstances favoured it. No need of trouble on this line. Be free with your help in all the details of the business. Have them know what you want done, how you want it, and when; furnish the best material and tools you can get for them to work with. Don't allow them to make any promise that you cannot fill cheerfully and promptly; set the example of honesty, integrity, and hard earnest work yourself, and your *employes* will soon fall in with you and make you money. Raise their wages whenever you see they are meriting it. Surprise them in this way; it will pay you. When one of your help is doing you no good, don't cut his wages. Just tell him firmly his trouble or fault, and pay him off and let him go.

10th. Cultivate acquaintances; be sociable, be generous, people like to be called by their names. When called on by solicitors and committees to contribute for various expenses in your circle of friends, don't argue a minute. Give them something if it is ever so small. You can sow good seed in this way. Contract debts with your grocer or tailor if you wish, but pay every time you agree to. This is worth dollars to you.

11th. The best advertisement, for the cost, I ever used in this country is to paint the fences. I know whereof I speak. You can do this yourself. Take a bucket of white and one of black paint, and a large and small brush, and follow every road out of your town for at least eight miles. Put two signs close together, say fifty to one hundred feet apart, always on the right hand side of the road as you drive in town. Paint the board white and letter in black something like this: "Jones sells the best sewing machine." "Buy your needles and oil of Jones." Place two signs similar to these every half-mile on the road. You can do one road each day. This gives you a lasting sign and will be read every time a farmer passes. Make the signs of good white lead and oil, and the letters as deep as the fence board is wide, and you will find it very attractive and profitable.

12th. Keep your books, notes, and accounts correct, as plain a system as you can adopt, but have "a system." I use a lease note like one enclosed for everything I sell on time. It is plain, short, and has stood the test of the Courts. I have a record book in which I record every note as it comes in. This note is read to the customer and every detail explained before the sale is closed. It is the best paper between the seller and purchaser I ever used. Don't let payments lapse. Get to your customer or write them at once and you will have less trouble. Let them know you are in the business for money, and that they must meet their obligations. They will stand all of this. Don't let your office work get behind. Keep everything up to date. As your business increases put on more force; don't try to do four men's work with three; it won't pay. Keep moving.

13th. Look well after the old machines. We make good profit out of them. We take them all down, supply worn-out parts, adjust all lost motion, clean and repair woodwork, paint the stands with bright, black coach paint, give wood two coats of varnish, gild all letters, supply each machine with accessories. All this costs about one to two dollars each machine. We then get from ten to twenty dollars for each one, so you see the profit is good. We warrant them to sew for five years, with the privilege of trading them on a new one at any time in the five years at five dollars less than they paid for them. Our profits on these alone run from fifty to one hundred dollars a month. I do all this with the aid of one man, and sell from eighty to one hundred new machines each year.

14th. Never trust to memory; always keep a book for pointers, it is necessary. If Mrs. Smith's machine needs attention and she sends for you in a hurry to help her out, don't keep her waiting, but get to it as soon as possible. You can please her so much easier, and she will remember the accommodation. If you put her off, and she has to go to the party in her old dress, when, if you had responded, she could have worn her new one, rest assured she cannot speak a good word for you to her friends and neighbours. Everybody has influence—secure it if possible in your favour.

15th. Be sure to get up and out early. Start your help out in the morning in good time; have a kind word for all of them; let them know that you are interested in them and want them to succeed and prosper. Keep your horse and wagon in good shape; never let anything grow rickety around you, impress the people that you are in it to stay. A stylish horse, a nice-lettered wagon, and a good driver, is a winning card alone.

16th. Subscribe for and read all the sewing machine papers. Keep well posted in your line of business, don't bother any competitor, conform to no iron-clad rule, fit the demands to meet the case.

17th. In every case where there is an old machine in the trade, and you make the allowance for it, be sure and haul it away from the house. Don't tell your customer that you can give her ten or twelve dollars for it, and then after the trade is made tell her to keep it, as you don't want to be bothered with hauling it back. This will ruin you. If it is worthless, take it off with you and dump it in the river or give it to the junk-man, but get it out of sight. Keep prices up on your machine. If you don't you had better close up and discharge your men. Keep down expenses, keep cool, and you will succeed. A man with a small capital can do as well in the sewing machine trade as in any other; a man with brains and money can make a fortune out of it.

CURIOUS YANKEE NOTION.

Mr. Day, formerly of finishing B., and Mr. Pepper of the plate department, are about to start out on a unique tour throughout the Northern States. They go prepared for repairing watches, clocks, sewing machines, and musical instruments. In striking a Swedish community they will be known as Mr. Dayson and Mr. Pepperson and on reaching an Irish settlement as Mr. O'Day and Mr. O'Pepper. Surely success awaits them providing they carry out their original ideas.—*Elgin, Ill., News.*

THE USE OF THE NAME SINGER IN CEYLON.

An important judgment on the vexed trade-name question was delivered by his Honour Judge Browne, in the District Court, Colombo, Ceylon, on June 15th. The following is a verbatim report of same, and explains itself:—

When on the filing of the plaint in this action in March, 1893, the plaintiff company obtained an *ad interim* injunction against the defendant company restraining them from using and maintaining the sign-board objected to, the defendant company petitioned for a dissolution of the injunction, but I had to rule that the petition was not properly before the Court, in that there was no proper appearance entered for the defendant company. No application was thereafter made for a dissolution of that injunction, save that at the commencement of trial it was, on the argument of the first and second issues agreed to and filed, contended that the action was not maintainable, wherefrom had I upheld the contention it would have followed that the injunction should be dissolved, I, however, ruled that the plaint did disclose a sufficient cause of action, and the case proceeded to trial. I have now to determine whether the plaintiffs have sustained the other issues.

It appears to me that the fourth issue would properly fall to be considered before the third, inasmuch as no separate claim arises thereout, but it is framed solely for the ascertainment of facts which, if found in plaintiff's favour, would probably be a material element to be taken into consideration in determining the third issue. That fourth issue is whether the three alleged successive proprietors of the business carried on at No. 18, Main Street, Pettah, viz., R. N. Rustomjee, the (old) Sewing Machine Company, Limited, and the defendant company, regularly and *bona fide* stocked and sold the plaintiff company's machines, or only occasionally purchased and kept a few such machines to give colour to the representation made on the sign-board.

In their discretion the defendant's counsel considered there was no sufficient case made out by plaintiff company, and refrained from adducing any evidence. There is, therefore, an absence of all such proof upon this issue, as cross-examination by plaintiff company's counsel might have elicited if it were not voluntarily given by those who were most competent to depose thereto, and we are left with but scant material upon which to decide this issue.

That material is as follows :—Mr. Patel, the chief manager of all plaintiff company's agencies in India and Ceylon, controlling them from the head office in Bombay, deposes that in the regular course of business all machines of plaintiff company's manufacture supplied to the trade in these countries must pass through or under the control of the head office, for offices in England and other countries would not supply Ceylon direct to the interference with and loss of profit by Bombay, and Mr. Patel in effect deposes that the supplies of plaintiff company's machines received at No. 18, Main Street, since 1889, so far as he knows, have been (as I understand his evidence) seven direct from Bombay, three purchased (the date is not given) by a subterfuge at Poona, and possibly six then acquired and taken first to Bombay, and four machines which were sold in 1889 by the Customs in Ceylon, but, says the witness Pestonjee, were in an incomplete state as wanting the wooden board. This witness, therefore, would limit the number of machines certainly received for sale to $7 \times 3 \times 4$ equal 14 in the four year's existence of Rustomjee's business and of the old Sewing Machine Company (for though they may have taken over old stock, he says none were supplied to the defendant company), there being, of course, also the possibility that machines otherwise coming into Ceylon as in private hands may have been purchased and placed in stock.

It was also desired by plaintiff to prove by examination of the Customs entries how many machines had been received, but the attempt failed, both because the search had been made for importations, not by the defendant company but by R. N. Rustomjee, and because it was not certain, though 108,000 entries had been searched, that these exhausted all the importations.

It was attempted, in cross-examination, to show that some other machines seized at the Customs had also passed by public sale into the open market, but plaintiff's manager asserted positively that they had all been retained in plaintiff company's possession by the purchase for them by one Guzdar, and the loan of money by Messrs. Framjee Bhikajee & Co. for that purpose.

There is no more evidence than this on the issue. If plaintiff's theory founded thereon is correct, that defendant company and their predecessors passed into stock in all their business transactions not more than fourteen machines in four years, it contrasts very forcibly with the other evidence adduced that the actual sales in Ceylon by plaintiff company of their own machines have been in 1889 61, in 1890 90, in 1891 123, in 1892 160, and in 1893 280, such figures showing what is the possible trade with one head establishment in the Island. If it were necessary *per se* to rule whether the plaintiffs had proved their affirmative averments in relation to this issue, it would possibly be held that this evidence was not absolutely conclusive that defendant's company and its predecessors had purchased and kept only a few of plaintiff company's machines to give colour to the representations on their sign-board ; but in view of the system of plaintiff company's business being a gauge to a certain extent of the trade done by the defendant's company directly with them, I certainly consider the plaintiff's company had ground for their belief in the charge which they advanced until the defendant company so challenged with reason should disprove the same.

The main issue in the whole action is that which has arisen out of the averments in the tenth paragraph of the plaint. In the eighth paragraph plaintiffs had referred to the fact that the defendant company had kept suspended from the beam of the verandah a covered footpath in front of their shop, so as to hang down facing the carriage-way and with its back to the footpath, the sign-board (which afterwards was produced in Court) bearing the inscriptions "Singer's Sewing Machines of the Singer Manufacturing Company of New York, London, Bombay, &c.," the proportionate sizes of the lettering being fairly shown in the photograph of the shop front, with, however, the windows and doors closed as at night, which was filed with the plaint. And the plaint, after making in the ninth paragraph the averments the subject of the issue already considered, averred that the use of the said sign-board had caused loss and damage to the plaintiff company in (as I read the paragraph) three ways, in that it (1) was calculated to deceive, and (2) had, in fact, deceived persons desirous of purchasing the machines of the plaintiff company into the belief that there was and is an agency of the plaintiff company at the defendant company's said shop, and that the machines sold by the defendant company at their said shop are such machines of the plaintiff company, and (3) has induced such persons to purchase of the defendant company at their said shop Seidel and Naumann's machines in the belief that they were such machines of the plaintiff company.

It then set out what progress of events followed upon the use of the sign-board. It was calculated in its position and wording to deceive passers-by into an erroneous belief ; it did, in fact, so deceive them ; and by this deception it induced the purchase of machines as of plaintiff company's own make when they were made by others. The averments in the earlier paragraph of the plaint as to the continuous succession of Rustomjee, the old Sewing Machine Company and the new (defendant) company in this shop are, no doubt, suggestive of a purpose and design inimical, and possibly fraudulent, towards the plaintiff company, but I cannot hold therefrom that any acts or practices of the defendant company's predecessors in business are admissible in evidence against the defendant company itself, or that conclusion adverse to their *bona fides*, &c., should be drawn from the fact that Rustomjee is their manager. It has not been shown that the new company is but a change in name of the old company or of Rustomjee himself, so that the conclusions adverse to them should be drawn from the existence of any facts or conduct prior to their own commencement in February, 1893. Mr. Grenier, in my opinion, is right in his contention on this point, which rules out of consideration the evidence of what occurred in November, 1892, now that the trial has closed, and it has been proved of the defendant company only that they are the successors in trade of a *quondam* agent of the plaintiff company, and have retained his services as manager. Reading against the defendant company, therefore, the evidence only of what has occurred since February 1st, 1893, I must hold there is not sufficient evidence to prove the use of the sign-board has, in fact, deceived into the alleged belief, or did induce purchase since that date. There was evidence put before me thereof when I issued the *ad interim* injunction, viz., in the affidavit of Henry de Costa, who deposed that on February 10th, 1893, being desirous of purchasing a Singer's sewing machine, he went to the Pettah, and, seeing the sign-board, believed it to be plaintiff company's place of business, and went in to buy, and that but for the sign-board he would not have gone into the shop, and that it deceived him into the belief. But his evidence as a witness that he walked up the left-hand side of Main Street when going from the Fort and his absence of all reference therein to the sign-board leads me to doubt if he ever saw it there (as his affidavit represented) from either the carriage road or the opposite footpath, whence alone it would be visible, or was induced by it into the belief that the agency of plaintiff company was there. Excising, therefore, those two parts of the averments of paragraph ten, there remains for consideration only the question, was the display of that sign-board in its position and wording calculated to induce a belief injurious to the plaintiff

company in the minds of intending customers that that shop was a *bona-fide* agency of the makers, where undubitable machines of their make could be purchased? In the absence of all evidence by defendant company, and from the fact that the photograph produced was evidently taken at an hour when the shop was closed for business, we have but little information here also as to what else the defendant company may have displayed along with this sign-board so as to show it was not such a prominent notification and likely to attain such results as the plaintiff company has averred. Mr. Patel tells us in his cross-examination that defendant company advertise themselves to sell five kinds of machines, and one might have expected that the wares of these five manufactures might possibly be equally advertised or displayed on their shop front. We know, however, only that on the wall of the house over the shop door is the name "Sewing Machine Company," as the photograph A shows, and from Mr. Patel that at the institution of this action a leg of one of the plaintiff company's treadle machines, showing their trade mark, was hung on one of the front doors when folded back against the outer wall, with one of plaintiff company's advertising placards hung over it. These two the foot passengers past the door could see. This is the only evidence of what the defendant company displayed in front of their own premises, and it is evidence of only their own company's name and of reference in one way or another to the plaintiff company and its manufactures. Of the repute and business of the latter in India there is some evidence, but of the other firms whose machines are preferredly sold we know nothing from the evidence. In the report of the litigation in England between the plaintiff company and Spence & Co., of which a copy was handed me by counsel, Mr. Justice Romer is responsible to have expressed his views as to the duties of those who advertised names of articles which possibly may be mistaken for those of others to which the advertisers are not entitled when read by passers who have no special trade acquaintance with or experience of them so as to be enabled to discern between the two. It was there pointed out that machines made on the Singer system should not have been advertised as "Singer Machines" or "Improved Singers," more especially if the words were so displayed on a boarding which the plaintiff company had lately used, that the names of all other machines also advertised would not be seen as leading features in the posters by those by whom it was intended they should be seen—the passers-by in a crowded thoroughfare who have to pass by quickly and would only be attracted by those leading features. There being the possibility of deception thereby, care should have been taken that the display ought to have been such that the possibility was precluded. That possibility in the present case is averred to be that intending purchasers might be induced to believe that there was and is an agency of the plaintiff company at No. 18, Main Street. There could not have been such a possibility had the sign-board displayed the names of all five makers on their machines, or even if prominence were given to the one as the leading article, had the prominence not been so special as to dwarf all the rest into insignificance or (as here) to make no mention of them at all. I cannot but say that such possibility did exist when this sign-board of the name of the machine and of the name and address of the company are exhibited supplemented by a sample with trade mark and a placard, and that the plaintiff company are entitled to have the possibility terminated. The defendant company will not be precluded from selling the plaintiff's machine in a legitimate manner, the plaintiff company does not desire that. But when there is subsisting here an agency of the plaintiff company, to which properly belongs the prestige and benefit resulting from direct communication with the plaintiff company itself to the advantage of the latter who conducts it, others cannot be permitted to induce a belief for their own trade benefit that they, too, are on the same advantageous position. So far as I know, it is not usual in trade here to find one dealer advertising or selling the products of but one manufacturer, and to do so with prominent mention of the manufacturer's name and the places where his trade extends, would, in my opinion, indicate to the general public that the dealer was an agent of the manufacturer. I have, therefore, to hold that the plaintiff company are entitled to the perpetual injunction restraining the defendant company, their servants, and agents from using the sign-board mentioned in the plaint. It is unnecessary to order its removal, as the defendant company very properly removed it from the front of their shop on the issue of the *ad interim* injunction. Thereby they effectually precluded the plaintiff company from recovering more than nominal damages against them, since there could not have been computed any for the period prior to their incorporation.

I therefore enter judgment for the plaintiff company for the injunction, with R. 10 damages and for costs of suit.

SUMMARY OF THE ABOVE.

The Singer Manufacturing Company have issued a poster referring to the above law suit, of which the following is an exact copy :—

THE SINGER MANUFACTURING COMPANY
BROUGHT AN ACTION
In the District Court of Colombo (before D. F. Browne, Esq., the District Judge),
AGAINST
THE SEWING MACHINE COMPANY (LIMITED).

The Plaint stated among other things that one Rustomjee N. Rustomjee, who was in their service on a salary of Rs. 30 and 2 per cent. Commission, was now the Secretary of the Defendant Company, who had a shop about 100 yards from the Plaintiff Company's Shop, and had imported and sold principally German-made Sewing Machines, embodying the principle of The Singer Company's Machines, and exactly resembling them, save in the name inscribed thereon, but greatly inferior in material and workmanship.

The Plaintiffs further stated that the Defendant Company had put up a Signboard with the inscription "SINGER'S SEWING MACHINES, OF THE SINGER MANUFACTURING COMPANY, OF NEW YORK, LONDON, BOMBAY, &c.," at their place of business, whereas they had never regularly or *bona-fide* stocked or sold the Plaintiffs' Machines, but had occasionally kept in stock a few of them to give *Colour* to the representation of their said Signboard, and the Plaintiffs further stated that "the said Signboard used by the Defendant Company as aforesaid was calculated to *deceive*, and *in fact had deceived persons* desirous of purchasing Plaintiffs' Machines into the belief that the German Machines sold by Defendants were such Machines of the Plaintiff Company, or those generally known as Singer's, and the Plaintiffs therefore prayed for a perpetual injunction against the Defendant Company to restrain them from using the said Signboard."

On the 15th day of June, 1894, Judgment in the case was delivered, by which the Defendant Company were restrained, as prayed by the Plaintiffs, and the Defendants were further directed to pay Rs. 10 for damages and the Plaintiffs' costs of the suit.

We make this known so as to apprise the public not so much of the said suit, as of the deception which is being practised upon them by unscrupulous dealers in Sewing Machines, and to warn them against dealing except with first hands.

We have 80 Shops all throughout India under our own name, and managed by our Special Agents.

THE SINGER MANUFACTURING COMPANY,
5, Church Gate Street,
BOMBAY.

(The defendants in this action write us that the plaintiffs claimed 1,000 rupees as damages, but were only awarded 10 rupees. Defendants further state that they have entered an appeal.—Editor, *Sewing Machine Gazette*.)

HINTS TO BEGINNERS.

Another point that may be dwelt on is the manner of introducing yourself and your business to a customer.

Assuming that you have called at a door at a suitable time, when you have no reason to feel that you are an intruder, and when you may fairly expect that you will get a hearing, there is still a necessity for caution and judgment in opening up business.

You may meet a child, a servant, or the lady of the house. Until you know who answers your knock you cannot tell what you are going to do or to say. If it is the child, a pretty picture handed out is very likely to make a friend at once, and to result in bringing the mother to the door with a smile on her face and ready to listen to you. But if the mother comes first, and happens to have dough on her hands and fire in her eyes, you had better keep the picture back until the clouds blow over. If you get no hearing, and are to call again, hand the picture as you are leaving, and along with it a neat circular.

As a rule, I would not give out the cards or circulars until some talking was done, as they will take attention from what you are saying, and yet will not be read while you are there. Always look and speak pleasantly, and give the lady a chance to talk all she wants to. Listen to what she says and catch clues as to how you shall answer. When some question is asked for which the circulars furnish an answer is a good time to hand them out.

Whether you shall say, "I am representing, &c.," or "have you got?" or "do you want?" must be left to your judgment of the individual case, but I like, in all cases, to get a word or two before reaching either of those announcements. The longer a door is kept open before the object of your visit is known, the more likely it is to remain open until your story is told.—H. B. M. in the New York *Sewing Machine Times*.

WHAT IS LEGITIMATE COMPETITION?

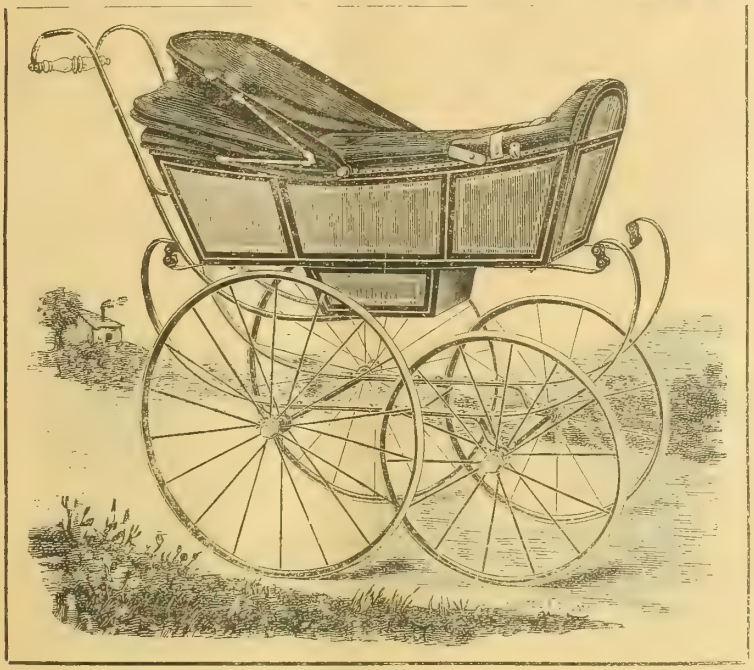
The question at the head of this article might easily afford a text for many learned treatises, but for the moment we need not discuss the whole of the subject which it raises. There are, however, certain aspects of the matter which are of daily interest to drapers, perhaps, more than to any other class of tradesmen.

In former times competition in the sale of goods of nearly all descriptions was often limited by Act of Parliament. In London, particularly, the Companies and Guilds exercised powers which were sanctioned by law and which limited the number of persons who might either make or sell all kinds of commodities. The history of these Companies and the laws which existed even within the last two hundred years show that our forefathers had very clearly defined, though doubtless erroneous views, as to the necessity of checking unfair competition with the strong hand. Nobody wants to go back to the days when drapery goods could only be sold in Wood Street or Cheapside by permission of a City Company, and the people who would be willing to revive the work once performed by the Companies, and place it under control of, let us say, the London County Council, are few and unimportant. We have broken free from all the shackles that formerly limited the enterprise of the individual trader. Every man is, nowadays, a law unto himself. He buys and sells at a profit or at a loss, as his fancy or his interest dictates. And sometimes it may happen that in the exuberance of his freedom he exercises his own rights to the detriment of those of his fellow-citizens, without sufficiently reflecting upon the injury which his conduct inflicts. Human society is a complex thing, and the average commercial conscience gets rid of the complexity by asserting in the boldest fashion the right of the stronger to drive the weaker to the wall. But without going deeply into the ethics of the right which is thus assumed it may, nevertheless, be well to consider in a general way how far the exercise of individual freedom in business makes for the commonweal.

Let us take an illustration. There is a draper, let us say, in a country town whose ordinary business is of the ordinary kind. But as Christmas approaches it occurs to him to clear out a window, fill it with Christmas cards, and sell them at cost price, or less, for the sake of the advertisement. He does not stop to consider that his neighbour, the stationer, regards the sale of cards as a department of the stationery trade, and that their sale should involve a profit. The draper has no intention of starting a permanent stationery department. If he had he would want a profit on his capital outlay besides something for his extra trouble. All he wants at the moment is an advertisement that will bring the people to his shop, in the hope that when there they will buy his ordinary goods, and that he will thus make an increased return for the business by which he lives. Why should he not adopt this policy? There is no law against it, and public sentiment does not condemn him. Yet, to all intents and purposes, the advertisement he obtains is at the expense of the stationer, just as much as though the stationer's window had been blocked by a hoarding covered with the draper's bills. Take another case. A draper in a larger way of business, who has numerous departments, decides one fine day that he will run one of them at a loss as an advertisement for the others. Let us say there is, in the same street, a fancy draper who has gained for years an honest livelihood without attacking the fancy department of his more powerful neighbour, save, perhaps, that by diligently attending to the one business he may have a great advantage over the big man who has many irons in the fire. But the big man has found himself overstocked say, in his mantle department. Perchance a London house, specialising mantles, has opened a branch in the neighbourhood, and has divided the trade. What does the big man do? Instead of fighting the interloper by lowering his prices for mantles, he decides to fill a window with ribbons, flowers, and so forth, marked at figures which are sure to bring the ladies of the town in swarms. When he has got them in his shop he will sell them mantles at a swingeing profit; and the speciality mantle house, having no equivalent bait to offer, is placed at a disadvantage. Meanwhile, what about the hard-working fancy draper whose season has been spoiled because of the fight between two leviathans whose quarrels do not interest him, and neither of whom has he ever injured in any way? He is obviously ground between the upper and nether millstone, and is at least deserving of our respectful sympathy. And yet there is no recognised standard, either of ethics or law, which condemns the big draper for crushing his humble neighbour. It is all in the rules of the game, and whoever embarks in the business must take his chance of rough treatment, and if he would make money must be prepared to hold his own by giving back harder knocks than he receives. Such, at least, is the modern philosophy.

Those who complain of the hardships so often inflicted under the name of competition may best be comforted by the reflection that in the long run the individual cutting of prices does not pay. There was a time, and not so long ago, when the public was impressed by such ingenious devices as are instanced above. But their repetition in so many forms has had a damaging effect in several ways. In the first place, the cutting of prices by Jones in one department leads to similar cutting by Smith in another, to say nothing of such reprisals as have caused the sale of certain goods to be systematically done without a profit by every draper in the districts affected. And in the second place, ladies soon come to understand that a sprat is thrown to catch a mackerel, and as they have ample leisure they utilise it by selecting the sprats and leaving the mackerel alone. In the wholesale it is just the same. The salesman who has a cheap line finds that he can sell plenty of it, but that his other samples are left severely alone. The modern woman is almost as keen on bargains as the wholesale buyer, and quite as difficult to deal with when it is sought to sell her goods which are the reverse of cheap. The almost universal practice of ticketing prices and making elaborate window displays enables any woman of intelligence to take the bait from the hook, so to speak, and leave the angling draper to wonder at her cunning. In short, she knows too much to be deluded by the simple arts which formerly sufficed to attract her confidence, and it becomes every year more obvious that the way to make a good business is to study the wants of the public, to serve them well all round, but to sell nothing that will not show a reasonable profit. This being the tendency, we are likely to hear less and less of the form of competition which is now described, and the question of whether it is legitimate or otherwise does not, therefore, press for an immediate answer. It is enough to know that in the end it does not pay. Perhaps that is a sufficient reason for describing it as illegitimate. In business, as in other things, that which is unfair seldom does pay in the long run.—*The Drapery World.*

SOMETHING WORTH YOUR ATTENTION.



THE STAR CATALOGUE is the most "practical" of all Catalogues issued this year.

This is a great Point, and should command your serious consideration.

A Catalogue is worse than useless if it isn't "practical."

The STAR Baby Carriages still set the Fashion.

A "Practical" CATALOGUE enables one to practically understand the Goods handled, facilitating the desideratum of the

Baby Carriage Trade,

to wit—

"Easy Sale and Handsome Profits."



CATALOGUE POSTED FREE, UPON APPLICATION, TO ANY PART OF THE WORLD.

STAR Manufacturing Co.,

STAR WORKS,

GOODINGE ROAD, YORK ROAD, LONDON, N.

W. J. HARRIS & CO.'S ANNUAL OUTING.

The eleventh annual outing of the *employes* of W. J. Harris & Co., Limited (perambulator manufacturers, &c.), of 219, Old Kent Road, London, S.E., and 9, Bernard Street, Southampton, was held on Saturday, July 14th, 1894, when a thoroughly enjoyable day was spent. The staff, to the number of about seventy, accompanied by Mr. W. J. Harris, Mr. H. Harris, junr., Mr. R. J. Johns, and Mr. Howell, left Waterloo in special carriages attached to the 9.15 a.m. train, and arrived at Southampton Docks at 11.45 a.m. Rain fell several times on the way down, and continued until shortly before one o'clock, when the sun broke through the clouds, and it cleared up for a lovely afternoon. The party were met at the station by Mr. Thomas Howard (Southampton manager) and the local staff, and after a pleasant ramble through the town crossed the Park to the Kingsland Tavern, where they partook of a well served dinner, under the genial presidency of W. J. Harris, Esq., Mr. E. Lowe (Greenwich) being in the "vice." We may mention that the menu cards, kindly presented by Messrs. Shaw & Co., of Dockhead, S.E., were very tastefully got up, and gave the visitors some very useful information about the steamboat traffic to and from the ancient town to the Isle of Wight, &c., also giving the places of interest in the immediate neighbourhood. Dinner over, the Vice-Chairman said he had to ask the company to drink the health of the chairman—their worthy and most esteemed employer, Mr. Harris (applause), who was always the same, kind and genial, whether it was in the factory, the office, or at the outings; in fact, he could not find words to express his feelings with regard to Mr. Harris. He had worked many years for Mr. Harris, and he never wished to have a better master, and he thought when he said this he was only echoing the sentiments of every one present. (Cries of "Hear, hear.") They had that day decided to show their esteem in a more permanent and practical form than mere words, and it was his pleasing duty to present Mr. Harris (on behalf of the managers, &c., of the firm) with a small token of their regard. The gift was then brought into the room and presented amidst a perfect storm of cheering, and turned out to be a handsome solid mahogany smoking and game cabinet, filled with liquer bottles, and a gentleman's travelling bag, fitted with all the requisite articles. The cabinet bore the inscription, "Presented to W. J. Harris, Esq., by the managers, clerks, and agents, as a token of esteem and respect, July 14th, 1894," on a silver plate, whilst the bag had the recipient's initials stamped on the side. Rising to respond, the Chairman, who was most enthusiastically received, said he couldn't find words to thank them for the handsome present, and he had much pleasure in accepting it in the same spirit as it was given. He expressed his pleasure at the existing relations between the *employes* and himself, and said that there was one thing he was proud to boast of, and that was that there were a good many men with the firm that day that he had seen grow from boyhood with the firm, and he was pleased to keep such men, and he hoped he should see them with him for many years to come. Continuing, he said he didn't think he was ever so surprised in his life as he had been that day, and he was sure it was very gratifying to him to know that the *employes* and himself were on such good terms, and such tokens as they had presented him with that day greatly tended to cement the good feeling existing between master and men. In conclusion, he expressed the hope that they would all enjoy themselves that day; it was their eleventh outing, and up to the present time it had certainly beat the record. (Applause, and a voice, "Good old Southampton.") Mr. Harris continued, and said he had an important toast to propose, that of "The Visitors"—Mr. Johns and Mr. Howell. (Applause.) He then said that Mr. Johns was a countryman of his, and that they had both come up to London to seek their fortunes, and he was glad to say that he thought Mr. Johns had found his; at all events, his appearance was greatly in his favour, if that went for anything (laughter), and he had great pleasure in seeing him there. Then there was Mr. Howell; he was sure they were all glad to see his jovial face amongst them, as he was rather afraid that owing to his (Mr. Howell's) ill-health he would have been unable to attend, in fact, Mr. Howell had written a note saying he didn't think he should be well enough to attend. However, he had done so, and he was pleased to see him, and was sure every one present was just as pleased as himself. The health of Mr. Johns and Mr. Howell was then drank with musical honours. Mr. Harris then announced that Mr. W. L. Howard would sing "Luxuries," by special request. The song over, for which Mr. Howard was deservedly applauded, Mr. Johns rose to respond, and said he scarcely knew how to reply; however, he was obliged to the company for drinking his health, and said he had known the chairman for many years, and had done much business with him, and hoped to do much more in future. As for his success with regard to the goddess Fortune, he thought that Mr. Harris had got the cream of that. (Laughter). He was sure that the success of the firm was due to Mr. Harris's energy and hard work (cries of "Hear, hear"); he only hoped they would do four times the trade, and he knew that the firms he represented would only be too pleased to give them four times the credit. It was very pleasing to see so many old faces around the festive board, and it only went to show and testify to the manner in which Mr. Harris studied his men. He then said that he had had to struggle hard to exist (cries of "Oh, oh"), and he expected that the reason he looked so well was that the hard work agreed with him. (Laughter.) In conclusion, he hoped he should have the pleasure of seeing them for many years to come. Mr. Howell then rose, and said he thanked them for the honour they had done him, and he thought that as the boat was on the waves he had better go. (Mr. Harris: "No, no, bedad, that won't do.") Mr. Howell then continued: There was not the slightest doubt about trade being good when he looked around the room and thought about the grand dinner they had just finished. However, he was only too pleased to be with them, and hoped he should be with them for many years to come; he couldn't think of anything else to say, for Mr. Johns had fairly taken the sails out of his wind (laughter), and he would sit down thanking them. A selection was then given by the "Barnards" on the concertina and harp, for which they were deservedly applauded. Mr. Harris then proposed the health of Mr. F. C. Carter, the steward, and said he thought there must be an enormous amount of work, &c., attached to stewardship of this kind, and he thought that they ought to show some gratitude to him for the excellent trip he had arranged for them, and he hoped he would be spared to arrange a great many more such trips. Mr. Carter's health was then drank with musical honours, after which he rose to respond, and said he thanked them most heartily for the manner they had appreciated his small services in the matter of arranging the trip. He took great pleasure in doing all that lay in his power to make the outing a success; he also said he had not had so much trouble this year as in the past, as he had been assisted both by his fellow-clerks in the office and by Mr. Howard at Southampton, for which he thanked them, and he would be only too pleased to do a like service next year in arranging the annual trip if he was spared to do so. In conclusion, he said time was on the wing, and he didn't want to keep them from outside pleasure, so he would sit down thanking them all for the manner they had responded to the toast of "The Steward." Mr. Harris then proposed a vote of thanks to the host, Mr. King, and thanked him for the excellent manner in which he had served the dinner. Mr. King being called in, said he was glad to find that he had been able to suit them, and it would give him great pleasure to provide for them in some future year. Mr. Harris then said that he understood that Mr. Thomas Howard (Southampton) had arranged a trip to West Cowes, and as the boat left the pier at 3.45 p.m. they had better be on the move; he thought the trip up the river would do them good, and he wanted them all to enjoy themselves. A move was then made for the Royal Pier, when a large number of the party embarked for West Cowes, where on landing they were shown round by the Southampton manager, who spared no pains in trying to make it a thoroughly enjoyable day.

The majority left Southampton for Waterloo by the 7.25 p.m. train.

"ONE OF THE PARTY."

Failures and Arrangements.

AARON MIDGLEY, hosier and dealer in sewing machines, 54, Wheelgate, Malton.

A meeting of creditors was held at the offices of the Official Receiver (Mr. W. Drawbridge), Scarborough, on June 28th, when it was reported that bankrupt commenced business in September, 1890. Prior to that date he had acted as agent for various sewing machine manufacturers at Otley and Hornsea. He possessed a capital of £50, the result of his savings, and this he laid out principally in the purchase of machines. At the end of last May he was sued by a trade creditor, and finding himself in difficulties he offered a composition of 7s. 6d. in the pound. The creditors not being unanimous he commenced bankruptcy proceedings. The statement of affairs showed that there was £241 9s. 11d. owing to twenty-six trade creditors, and the assets, exclusive of book debts, were estimated to realise £157 19s. 6d. The book debts are stated to be £114 18s., and are all returned as good. The Official Receiver thinks it is hardly likely that they will realise 20s. in the pound, but he anticipates a very good dividend. The following is a list of the principal creditors:—

	£	s.	d.
Anderson Bros. & Co., Keighley	11	0	0
Baer & Rempel, Bielfeld, Germany	59	0	0
Eclipse Machine Company, Oldham... ...	10	0	0
Harrop Bros., Alverthorpe	14	0	0
Jones Sewing Machine Company, Manchester	16	0	0
Manley, F., Skipton	11	0	0
Petty, F. W., Bradford	10	0	0
Swain, J., Halifax	12	0	0
Wheeler & Wilson Company, London ...	48	0	0
White Sewing Machine Company	16	0	0

JOHN HENRY GREENWOOD, hosier and dealer in sewing and knitting machines, 10, Trinity Street, Hanley.

The above has executed a deed of assignment, under which there is to be a composition of 7s. 6d. in the pound, payable by three equal instalments, at four, eight, and twelve months from June 22nd ult.; secured by assignment dated July 5th; filed July 12th. Liabilities, secured, £15; unsecured, £1,187 18s. 11d. Trustee, Thomas S. Green, Nile Street, Burslem, grocer. The following are creditors;—

	£	s.	d.
Bailey, J., Hanley	35	0	0
Bankers' claims	75	0	0
Cooper, John, Hanley	40	0	0
De Vanney, M., Hanley	17	0	0
Fleming, Reed, & Co., Greenock	61	0	0
Granville, John, Hanley	75	0	0
Green, T. S., Burslem	106	0	0
Harrison, W., & Co., Manchester	28	0	0
Harrop Bros., Wakefield	78	0	0
Hartley, Binns, & Co., Halifax	34	0	0
Hollingdrake & Co. Shipley...	95	0	0
Lee, G., & Sons, Manchester	156	0	0
Sharp, J., & Co., Halifax	57	0	0
Staffordshire Sentinel, Hanley	36	0	0
Swaine, John R., Halifax	246	0	0

THOMAS RUSSOM, furniture and domestic machinery dealer, 42, Park Lane, late 34, North Street, Leeds.

A receiving order was made in the above, and the debtor adjudicated bankrupt, on July 2nd.

THE HIGHTOWN FURNISHING COMPANY, (Nathan Kolomer), 251, Wateeloo Road, Hightown, Manchester.

A deed of arrangement, dated July 7th, was filed on July 9th in the above. Unsecured liabilities, £537 8s. 8d. Assets, after deducting secured claims, £210. Among the creditors are the Midland Perambulator Company for £16.

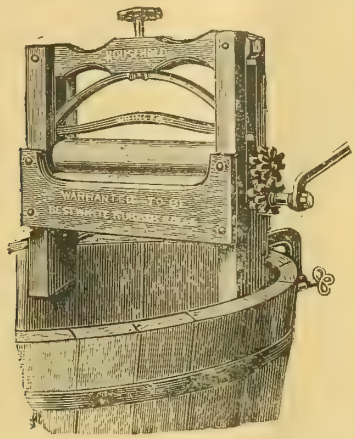
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

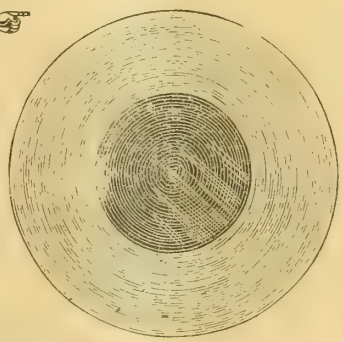
The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



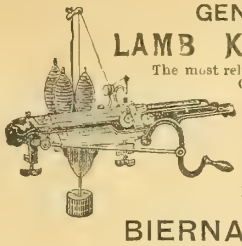
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

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GENUINE AMERICAN

LAMB KNITTING MACHINE.

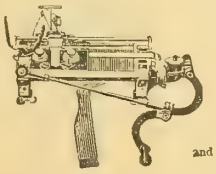
The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
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For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,

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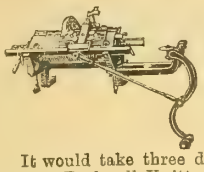


NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d per post

TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 43, Upper Brook St., Manchester.



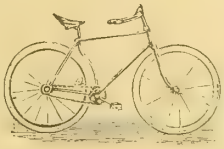
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything, in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

Our readers will please note that Mr. H. M. Scott (known throughout the country as Mr. Clincher), who was for some years with the Howe Machine Company, has left the North British Rubber Company in order to take up the appointment of general manager of the International Pneumatic Tyre Company, Limited, of 18, Victoria Buildings, Manchester. Mr. Scott, it will be remembered, was identified with the "Clincher" tyre from its birth, and by dint of great energy and perseverance he secured for it front rank in the estimation of the cycle trade. The "Seddon" tyre, which is the *specialite* of the International Company, is not so well known as the "Clincher," but it will not be Scott's fault if, during the coming season, it will not be found in every cycle depot. At the outset Mr. Scott has set himself the task of improving this tyre, and in a few days time he expects it to be absolutely faultless. His company, we may add, have ample capital at their command, and a well-appointed factory for the manufacture and sale of the "Seddon" or other tyres. Thus they hope to keep well abreast of the times. Our readers not acquainted with the "Seddon" should understand that it is a red rubber tyre, and that it is at once light and fast, and as to price it is one of the cheapest tyres on the market.

* * *

The Dunlop Company are about to have the validity of their patents tested in the French Courts. Among the six defendants are Michelin, Decourdemanche, and Peugeot.

* * *

During the past month the patent infringement case, Singer *v.* Rudge, was decided. His Lordship gave judgment without calling on the other side. He said the case appeared to him to be a very simple one. Years ago it was pointed out that if you wanted to lock a steering apparatus of the front wheel of a bicycle you could do so by a locking bolt or catch, as well as by other means. What was pointed out by Cooper in his provisional specification, and by Russell in his complete specification, was a case, in some respects, of doing it in a slightly more special form. Those lockings were for the purpose of keeping the front wheel locked while the cycle was being propelled. No doubt it was soon found that they could not ride a bicycle, for any distance at any rate, with the steering apparatus locked in the way he had indicated, so very little use could have been made of what Cooper and Russell had pointed out. But when the safety bicycle came into general use it was found advisable to lock the front wheel as before—not for the purpose of riding it so locked, but for the purpose of resting it against the wall; and accordingly the plaintiffs had used the simple means of effecting this locking. And they had patented it. On looking at the patent one found that the locking was of the most obvious description, one of the two forms shown in the specification being in substance nothing more than a lock and bolt of the simplest kind. So what the patentees were

really trying to do was this: They were trying to take the well-known and most obvious form of locking which had been thought useful for the purpose of locking the cycle when ridden, and applying it for the purpose of locking the cycle when it was resting, and they seemed to think they could do this and make it the subject of letters patent. The question of such an alleged invention was—could that be the subject of letters patent? He thought not. The locking, as he had pointed out, was, in substance, a simple and old well-known form of locking, merely applied for the purpose of resting the machine, and in his opinion it could form no good subject of letters patent. He thought to make an alleged invention of that kind the subject of a patent would be to interfere in the grossest possible way with a trade of this kind. He was satisfied there was no real invention in this case, neither was there any subject matter or novely. The plaintiff therefore failed. An application was made under the Patent Act that he might order that the patentee should be at liberty to apply at the Patent Office for leave to amend his specification. Having regard to the circumstances, this he was bound to refuse. The action would be dismissed with costs. Judgment accordingly:

* * *

The St. Georges's Cycle Company had their annual beanfeast on the 14th ult. Starting in a large break and a landau at 9 a.m. from the works in Upper Street, Islington, the party visited St. Albans, where at one of the principal hostelries a first-class dinner was provided. Unfortunately, although both in going and returning the weather was delightful, it rained very heavily during the middle of the day, but this did not seem to trouble the excursionists to any considerable extent, all of whom bore testimony to having a good time. Mr. Kent, the proprietor, and Mr. Bennett, the manager, are to be congratulated upon the sober and well-behaved staff they have managed to get together, further upon its rapid increase. We remember the time when the St. George's works only gave employment to eight hands, but in three years that has increased to about fifty, and Mr. Kent is looking forward to doubling that number in two or three years time. He owes his success to persistent and well-directed effort, combined with consideration for his customers' convenience and requirements.

* * *

Mr. F. Jones, of Clapham, is introducing a new method of lubricating cycle chains. His plan is to cause the chain to pass over a block of graphite fitted in a frame.

* * *

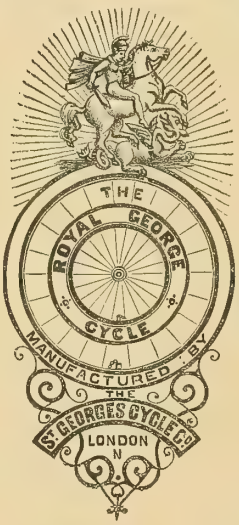
Messrs. Ridings & Burns, of Weaste, Manchester, have made a cycle frame by depositing aluminium by electrolysis on a core of fusible material, such as lead or wax, the latter being easily destroyed when it has served its purpose.

IMPORTANT NOTICE!

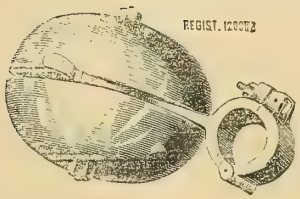
THE "ROYAL GEORGE" CYCLES

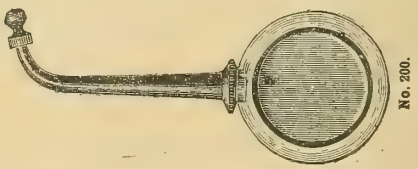
BEAR THIS TRADE MARK.

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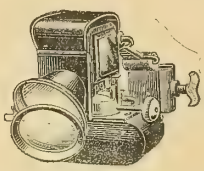


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NICKEL PLATING,
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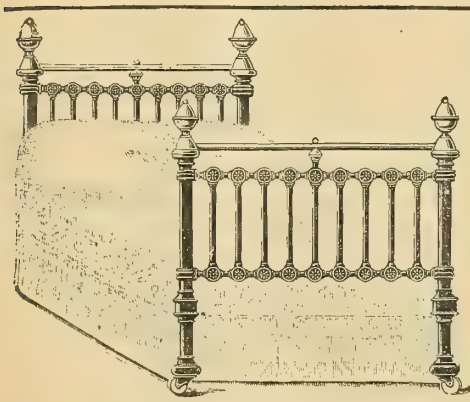


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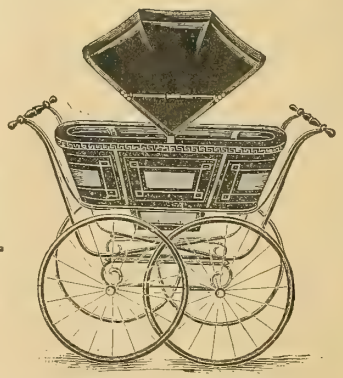
THE ST. GEORGE'S CYCLE Co.,
297 & 298, UPPER STREET, LONDON, N.



BEDSTEAD as drawn; inch Pillars; nine ½ inch Rods; Brass Rails; 4 ft. 6in. × 6ft. 6in.
Price 13/6 each.

Ditto, with seven ⅜ inch Rods,
Price 11/6 each.

PERAMBULATOR as drawn, Very Special Line, 20 × 20 Wheels,
Price 24/- each.



WRITE FOR CATALOGUES. CHEAPEST HOUSE IN TRADE.

LONDON BROS., Harford Street, BIRMINGHAM.

ELIAS HOWE'S DREAM.

James M. Howe, formerly a resident of Springfield, Mass., and now of Chicago, is a descendant of Elias Howe, the inventor of the sewing machine. He recently related a curious incident concerning his relative's struggle for success, and which is recorded in the *Sewing Machine Advance*.

"Elias Howe almost beggared himself," said he, "before he discovered where the eye of the needle of a sewing machine should be located. It is probable that there are few persons who know how it came about. His original idea was to follow the model of the ordinary needle and have the eye at the heel. It never occurred to him that it should be placed near the point, and he might have failed altogether if he had not dreamed he was building a sewing machine for a savage king in a strange country. Just as in his actual waking experience, he was perplexed about the needle's eye. He thought the king gave him twenty-four hours to complete the machine and make it sew. If not finished by that time death was to be the punishment.

"Howe worked and worked, and puzzled and puzzled, and finally gave it up. Then he thought that he was taken out to be executed. He noticed that the warriors carried spears that were pierced at the head. Instantly came the solution of the difficulty, and while the inventor was begging for time he awoke. It was four o'clock in the morning. He jumped out of bed, ran to his shop, and by nine o'clock a needle with an eye at the point had been rudely formed. After that it was easy."



Section

Messrs. Erard have now finished the extensive alterations to their premises in Great Marlborough Street, W. The result is one of the most magnificent blocks of buildings we have ever inspected. The interior is well worthy of the exterior, its appointments being really superb.

* * *

Mr. Edgar Brinsmead recently told an interviewer for *The Sketch* that his firm produce about 2,000 pianos per annum. He estimates the output of London as 35,000 pianos annually, and credits Germany with something under 75,000, France with 20,000, and to the States he awards 25,000. Mr. Brinsmead says that the German makers of pianos are losing ground in this country. He further says that it takes from three to five years to season wood for piano manufacture.

* * *

According to an American piano manufacturer, 35 per cent. of the cost of making a piano in the States goes for material. We believe that English manufacturers consider that 50 per cent. goes for material and an equal percentage for labour.

* * *

Messrs. Monington & Weston have just finished the erection of extensive showrooms near their factory in King Street, Camden Town. This will enable dealers the better to examine this firm's assortment of pianos.

* * *

An American contemporary having been asked for advice as to the best way of showing off a piano replied as follows:—"To play set pieces is certainly not the best way to show off a piano to a customer; it takes up too much time, and does not usually bring out the best points of the instrument. A far better plan is to play a few easy arpeggios with the right hand alone; for instance, place the thumb on G, and the first and third fingers on B flat and E flat, and scamper up and down the keyboard. Then place the thumb on C and the fingers on E flat and A flat, and proceed as before. When you can play these easily, find others, and learn by your knowledge of harmony how to connect them. Then play a rapid chromatic scale. If the instrument has a good bass, strike the lowest notes successively, rather slowly, and heavily. If the very lowest notes have a 'tubby' tone, be cautious, and stop in time, so as not to display this undesirable quality. Any plan founded on these lines is undoubtedly the best for showing off a piano. Even less will suffice under favourable circumstances. The best salesman the writer ever knew could not play a note, either by ear or otherwise. He tried the instrument by striking all his fingers at once at random on the keyboard; but he sold the piano, which is after all the chief thing. For harmoniums and American organs play a series of rambling chords and modulate frequently. The diminished seventh will be found of great service. Draw several stops, including one of 16 foot tone, if possible, play octaves with the left hand, moving down the keyboard by semitones, and let the right hand have full chords. Never mind about forbidden consecutives. This is, by the way, a very fair description of the usual extemporisation on the church organ if pedals are substituted for left hand. For showing off solo stops and interesting combinations, special knowledge is required. The above directions apply to the average customer; one who is musically gifted will try the instrument for himself."

TRADE MARKS AND TRADE NAMES.

The sewing machine trade, small though it is compared with many other industries in this country, has had its full share of litigation on the above subjects. We have, therefore, read with great interest the leading articles on "Trade Mark Infringement" and "Trade Names" which have appeared in *Kemp's Mercantile Gazette* the past month, and consider them well worthy of the attention of our readers. We therefore reproduce them hereunder:—

To constitute an infringement of a trade mark, there must be a use of it by the defendant for trading purposes in connection with goods of the kind for which the plaintiff's right to exclusive use exists, and, of course, not being the plaintiff's goods. This may be done by using a mark identical with that of the plaintiff, or comprising some of its essential features, or colourably resembling it, and so as to be calculated to make ordinary buyers think they are purchasing the goods of the owner of the mark infringed. There is not usually a copy of the exact mark, and a more or less close imitation of its most prominent features or general effect is more frequent. It is not necessary to prove, when bringing an action for infringement, that the defendant's goods, sold under the plaintiff's mark, were, in fact, inferior to his, for this is no part of the wrong done. It is, of course, generally so, because of the extra profit obtainable on the sale of inferior articles at the price of goods with an established reputation. Again, this point of inferiority may be used when a claim is made for damages, because it obviously tends to injure the plaintiff's reputation the more inferior are the goods so sold under his mark. Nor would the Court always interfere if only a single act of infringement could be proved, especially where, as in one case, only an isolated act was proved, and this had actually been done at the instigation of the plaintiff's agent, really laying a trap for the defendant. But still, evidence of one act of infringement is all that is generally needed by way of formal proof to support a claim, although it is well known that many others have occurred.

It is rare to find the whole of a plaintiff's trade mark copied, and, more frequently, only one or more of its essential features are taken. Such an imitation would generally be an infringement, and it would, at all events, throw upon the defendant the *onus* of proving that he had no intention to get the benefit of the mark in question, and had acted quite innocently in the matter. The way in which an infringement generally occurs, is by getting up a colourable resemblance to a well-known mark, which, without really copying any one of its essentials, has the same general effect upon the eye and mind of ordinary purchasers when seen upon similar goods, and under similar circumstances. That is, indeed, the true test of an infringement of this class, for, if the defendant's mark is so arranged as to cause his goods to be taken for those of the plaintiff, then he will be liable to an injunction and damages, even if he can show, upon examination, numerous differences in drawing or colouring, or other details. The thing to go by is the general effect. It has often been said upon this head, that it is not a question whether the mark attacked is necessarily deceptive, but whether there is, or is not, a strong probability of its causing deception. In the practical application of this principle, it will be no answer for a defendant to show either that the mark he uses is ambiguous, or that, if it were carefully examined and compared with defendant's trade mark, no ordinary buyer would be misled. This is an obviously business-like way of regarding the subject, and it is the rule by which judges are guided in granting or refusing injunctions, and juries in finding whether or not there has been any infringement, and also what damages should be awarded to a successful plaintiff.

It should always be remembered that in this class of cases fraud has neither to be alleged nor to be proved. Actual deception need not be made out, nor an intention to deceive. The true point is, whether the resemblance is such as to be calculated to deceive, and, if it is, that will be sufficient. To get at the answer to this question, it has been said, we have to consider the "main idea left on the mind" by the marks that are to be compared, or, in other words, the net result of the impression produced upon those who see them. We have, in fact, to apply the judgment of common sense to this matter upon a broad

and business-like view of the whole thing. If the leading idea of a trade mark consists of certain words, then the use of those words by a defendant, although he adds his own name, which is different to that of the plaintiff, will become an infringement; such as "L.L. Whiskey," "Eureka Shirts," and the like. Sometimes words are added to the marks imitated, which, if read by the buyer, would prevent his being in any way deceived. But such ingenious additions are rather taken by the Court as evidence of fraud than as any answer to the infringement. They occur when a man prints the name and mark of a well-known firm on his own goods, adding in small print "agent for," or "late of," or something of that sort. In truth, all these artifices come to nothing, and the Courts of Law are quite able to protect the owners of trade marks or trade names against any infringements of an actual or colourable character. This branch of our law increases in complexity with the growth of commerce, but the principles upon which it is based are clear and equitable.

Besides the forgery or infringement of trade marks, there are various ways by which one trader may deal unfairly with another in seeking to take away his business. This is usually done by trying to pass off his own goods, probably inferior, as being the goods of another man, and for which he had obtained a reputation. Registered trade marks have given rise to a mass of litigation, with which we are not now concerned. But this passing off of articles as if made by another, is also an actionable wrong, in regard to which there have been numerous decisions. It is done sometimes by direct misrepresentation, as where a person of the same name untruly states that his business is a branch belonging to a well-known trader, and so gets orders. Here, of course, the fraud is obvious, and an action for damages would succeed as soon as the fact was proved. So, where a son quitted his father's business, and put up his own name as "late of" his father's address, thus leading the public to suppose that he carried on the old trade, which was untrue, an injunction was granted to restrain this being done. But, as a rule, a partner or servant who has left a well-known firm is entitled to announce his former connection with it, unless, of course, he has agreed not to do so, provided he does it fairly, and not in a way to suggest either that he is still connected with their business, or that he is carrying it on as their successor. The words "late of," or "formerly with," may thus be used, if done *bona fide*, and without any attempt at passing off or with a false suggestion.

The usual form of fraud or of sharp practice is to imitate the trade name or the get-up of the goods in such a way as to deceive the buying public. Without any trade mark, or any sort of registration, a trader has a right to the name in which he trades, and by which his goods are known, and, as such, he will be protected in its use. The ground upon which the Court acts in these cases, by granting an injunction or damages, is that, where a person has established a business reputation under a particular name, he has a right to prevent anyone else from injuring his business by using that name, or any colourable imitation of it by which the same result would follow. It need not, of course, be the true or family name of the party suing, so long as it is his trade name; and, in fact, the name in which a business is carried on, or by which a certain article has become known in the market, is obviously a valuable asset, and is really a part of the goodwill. Broadly speaking, any man can trade in any name he likes, so long as he does not interfere with the trade name of anyone else, and, in England, there is absolute freedom to trade in an assumed name, or as a company, or under any fancy title or designation whatever, and this, too, without any registration anywhere. It is often a matter of some difficulty to find out who is the individual trader carrying on a business, although it is not now so material, because actions can always be brought against the firm or concern in the name or style under which the business is conducted. Again, a man can always use his own name, but he must do so in such a way as not to seek to injure the trade of another with the same name.

Trade names of goods, apart from all questions of their registration as trade marks, are also important, and will be protected by the Courts. There was a good example of this in what is known as the Stone Ales Case, where the House of Lords held that, although the defendant could say, as was true, that his ale was brewed at the place called Stone, still he must not do so in such a way as to make purchasers believe that it was the same ale as that for which the plaintiff had established a reputation under the name of Stone Ale. Another important and interesting class of cases arises upon the imitation of the "get-up" of goods, which have obtained a large sale in packages, bottles, boxes, or the like. To support an action for passing off, by means of an imitation get-up of goods, it is usually essential to prove a fraudulent intention on the part of the defendant, because, if the get-up is so closely copied as to resemble that of the plaintiff's goods, it cannot have been done unintentionally, and must, therefore, be presumed to have been imitated for the purpose of injuring his trade. In a case about some stuff called Self-washing Soap, the defendant sold his goods packed in parchment paper, and with the words "Self-washing" printed in the same type. The Court of Appeal held that the defence as to there being no trade mark in the words, and no monopoly in the paper or print employed, was an obvious fallacy, for, if these things were so combined as to imitate the plaintiff's get-up, and thus to pass off the defendant's goods as those of the plaintiff's, there was a wrong done to which the Courts would grant a remedy, not only by means of damages, but also, if necessary, by an injunction.

JOTTINGS

Messrs. Isaac Spencer & Co. are now the proprietors of the business formerly known as the Lady Bridge Oil Works, and are open to supply our readers with lubricating oil on most favourable terms. Their address is High Street, Hull.

Mr. A. List, late of Norwich, who has had a very successful career with the Singer Manufacturing Company, has opened a shop on his own account at 134, King Street, Great Yarmouth, as dealer in sewing machines, baby carriages, wringers, mangles, &c.

Messrs. Caporn & Haubury, dealers in cycles, sewing machines, &c., have dissolved partnership. Mr. W. H. Haubury continues the business and will pay the debts.

The sewing machine factory of the Vogle Machine Company, at Saalfeld, a.d. Saale, has been purchased by Mr. F. Otto Muller, of Berlin, who has taken a partner, and will henceforth trade as F. Otto Muller & Co. This firm will bring out machines constructed on new models, and the machinery and tools have been extensively restored and increased for this purpose.

A company has been formed in Paris, with a capital of one million francs, to exploit a sewing machine called the "Avrial," which is said to solve the problem how to sell a treadle sewing machine for £2, whereas, say the company, the ordinary price is £6 to £8. M. Deslinières, the promoter, talks of building a factory at Montlucon, with a daily output of 300 or 400 machines. It is stated that 200,000 sewing machines are sold annually in France, of which only from 23,000 to 30,000 are produced in that country. The address of the "Compagnie Francaise des Machines a Coudre" is 29, Boulevard St. Martin, Paris, but for obvious reasons we do not expect them to remain there for long.

Mr. G. W. Ash, the well-known machine dealer and house furnisher, has just opened extensive additional premises at Southsea, in order to cope with the large increase in his trade.

Mr. A. W. Spencer, the successor of Mr. Henry Thomas, sewing machine dealer, Cardiff, has found his business increase so much of late as to necessitate the increase of his showrooms. His shop is now 100 ft. long.

Among the Singer Manufacturing Company's recent changes we notice that Huddersfield and Halifax have been attached to the company's Leeds district, and that the Wigan and Warrington offices are now controlled from Manchester. Further, that the Chester district is now incorporated with the Liverpool district.

The Wheeler & Wilson Manufacturing Company will very shortly remove their retail depot from 21, Queen Victoria Street, to 128, Cheapside, E.C.

The partnership heretofore subsisting between Messrs. Benjamin Benson, Isaiah Lees, Silvester Lees, Clement Lees, and Walter Lees, carrying on business as india rubber manufacturers at the Bridge End Rubber Works, Dukinfield, in the county of Chester, under the style of "Benson, Lees, & Co.," has been dissolved by mutual consent. All debts due to and owing by the said late firm will be received and paid by the said Isaiah Lees, Clement Lees, and Walter Lees, by whom the said business will in future be carried on, at the Bridge End Rubber Works, Dukinfield, aforesaid, under the style or firm of "Isaiah Lees & Sons."

DEATH OF ANOTHER PIONEER.

William G. Wilson, formerly president and proprietor of the long since defunct Wilson Sewing Machine Company, of Cleveland, Chicago, and Wallingford, Conn., respectively, died on the 4th inst., at the residence of his son-in-law, Mr. Frank E. Coykendall, at San Jose, Cal., where he had been on a visit, with his wife and young daughter, for some months past. The cause of his death was the bursting of a blood vessel in the brain, which resulted in his death in about three hours. His remains were brought to Chicago for interment in his family lot in Rosehill Cemetery.

William G. Wilson was born at Fayetteville, Franklin County, Pa., April 2nd, 1841. His father was a shoemaker, and young Wilson was taught the trade. He received a common school education, and was thrown upon his own resources when but fifteen years old. In 1864, at the age of twenty-three, with an accumulated capital of 65 dols., he entered the sewing machine trade; starting in peddling one of the prevailing makes of cheap, chain-stitch hand machines of that day. He did well, and presently established an office in Cleveland, Ohio, for wholesaling the machines which he bought from a factory in Winchenden, Mass. His business throve apace, and it was not long before he had arranged with the proprietors of the factory to remove their plant to Cleveland and manufacture machines there for him, he taking the entire produce of the factory. In the course of time he brought out the Star Shuttle machine, a lock-stitch needle-feed machine, the Buckeye, an under-feed machine, and then the Wilson machine, which latter was improved from time to time, and with which he did a profitable business for several years.

He finally concluded to cut loose from the Cleveland plant that had been manufacturing for him, and having bought the property of the Cornell Watch Company, at Grand Crossing, Ill., a suburb of Chicago, he established there a manufacturing plant in 1876, and opened a magnificent wholesale and retail establishment at the corner of State and Madison Streets, in this city, occupying the entire four-story building. It was the finest sewing machine establishment in the West, and doubtless in the country. After the establishment of his own plant he essayed a new machine, the Wilson Oscillator. This machine was not a success, and his experience with it was tersely described by himself to the writer in the epigrammatical expression: "I spent the first year in sending out samples of the machine, and the second year in taking them back." The introduction of the new machine was the beginning of the downfall of his business. He struggled along with it for three or four years, endeavouring to improve it into a satisfactory machine, but at length gave up the fight with fate, and in the summer of 1882 managed to unload the plant upon a Wallingford, Conn., syndicate, receiving from them, it was said at the time, the sum of 175,000 dols. for the machinery, tools, patents, and stock on hand. He retained the Grand Crossing property, consisting of the factory buildings and some 800 lots surrounding it. Some three years ago he traded this property for wild Tennessee lands and other property, and a year or so afterward filed a bill in court complaining that he had been swindled in the trade, and praying that it be cancelled. This suit is still in court.

After his retirement from the sewing business, Mr. Wilson built a fine block of ten houses at the corner of Lake and Oakland Avenues in Hyde Park, in the finest one of which he took up his residence, and thereafter devoted himself to looking after his property, and in evolving schemes of various kinds, which included many objects in various parts of this country and Mexico; so many, indeed, and in such widely separated localities, that it was impossible for anyone not especially interested in the subject to keep tab on them. He would be heard of one year as connected with the organisation of a railroad somewhere; another year he would be organising a real estate and building scheme in some southern city, and then he would have in hand a gold mine in Mexico, and so on and so forth. None of his schemes ever materialized, it is said, but they probably did him good by keeping his scheming brain at work.

Mr. Wilson was popularly esteemed to be a millionaire, but the estate will inventory only 250,000 dols. to 300,000 dols.; about the only income producing portion of which is the block of houses above mentioned. The property is entailed for a term of years for the benefit of the widow and two daughters and the mother of deceased, the Illinois Trust Company being the executors. Under the will the estate eventually goes to the daughters and their children, if any, and failing their progeny, to distant relatives of deceased.—*Chicago Sewing Machine Advance*, June 15th.

THE CHERRY TREE MACHINE COMPANY.

The well-known business of mangle manufacturers, known as the Cherry Tree Machine Company, carried on by Messrs. T. T. Mercer & T. Woolfall for 14 years, has been formed into a private limited liability company.

We understand that the change is made solely for the convenience of partnership, and "the business will not be interfered with in any way." The Cherry Tree Machine Company, Limited, is now constituted as follows:—

DIRECTORS.

Thomas Turner Mercer, Esq. (Chairman).
Thomas Woolfall, Esq.
Thomas A. Aspden, Esq.
John Hocking, Esq.
Richard Joseph Johns, Esq.
Robert Mercer, Esq.

SECRETARY.

Thomas Turner Mercer, jun.

We might add that the "Spray" Washer introduced by this company two years ago has now become an established favourite, and sells so readily that extensive plant has been put down for its manufacture.

TRADE IN GERMANY.

British manufacturers who are suffering from trade stagnation will find some comforting reading in the annual report of Consul Ladenburg on the commerce and industry of Mannheim and the surrounding district. It shows, according to the *Globe*, pretty clearly that Germany has been having quite as bad a time as England. Further, it is said that a large plate glass factory at Waldhof can no longer supply English customers, by reason of the prices they are willing to give being unremunerative. German rags for paper-making are also mentioned as being no longer imported by the Britisher on the same scale as formerly. He has also, according to our contemporary, learned the trick of supplying himself with tapestry and wall papers. In cheap jewellery our kinsmen, adds the consul, are being sorely pushed by English manufacturers. Germany used to do a fine trade in these goods with British India, but Birmingham now supplies more substantial trinkets at much lower prices. German clocks are similarly being pushed out of the English market by native goods; in short, the report contains abundant evidence that our manufacturers are freeing themselves from the trammels of use and wont, and are slowly regaining the ground they lost when they refused to regard Germany as a formidable trading antagonist.

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SEWING MACHINE
NEEDLE MANUFACTURERS,
GIVRY WORKS, REDDITCH,

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LOOK! Agents wanted to introduce reliable cycles at popular prices on the easy-payment system. Dunlop Pneumatic Safeties from £10 10s. Handsome commission paid immediately the order is accepted. No further trouble; no risk.—Address, Manager, Ivanhoe Cycle Works, Castle Cary, Bath.

TRAVELLER WANTED to appoint Purchasing Agents for the Ideal Knitter, the most wonderful invention in Knitting Machines before the Trade. Only serious men holding other first-rate representations need apply.—Address, G. Stibbe, 25, Jamaica Street, Glasgow.

SALESMAN-MANAGER.—Domestic Machinery and Perambulator Trade; 15 years' experience. First-class references.—"Ambito," *Sewing Machine Gazette* Office.

SEWING AND DOMESTIC MACHINE TRADE. A good Canvasser and Collector is offered a Partnership on favourable terms.—Apply by letter, stating previous experience, &c, to "W. H.," care of *Sewing Machine Gazette* Office.

TRAVELLER WANTED, for London wholesale and retail trade in Sewing Machines and cycles.—"Alpha," *Sewing Machine Gazette* Office.

ST. GEORGE'S CYCLE COMPANY, 298, Upper Street, N., the Cheapest and Best house for cycles, cycle fittings, accessories, lamps, bells, saddles, &c., tyres of all kinds, pram. tyres, cement, and pram. fittings. Send for our 1894 List which is now ready, and will be found the most complete and useful in the trade. All repairs, nickel-plating, and stove-enamelling executed with despatch. Our new rubber mud-guard and toe-clip for rubber pedals was the novelty of the National Show.

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CYCLES.—Write the Victoria Manufacturing Company for Illustrated Catalogue and Terms. You will find it to your advantage. Accessories and Repairs at keenest prices. Agents wanted everywhere.—78 to 82, Hanover Street, and 71, Cathedral Street, Glasgow.

SEWING MACHINES.—Agents on the look-out for a first-class make of Machines to push, should apply to us for Illustrated Catalogue and Terms. Machines for all classes of work at keenly-cut prices. Oils, &c.—The Victoria Manufacturing Company, Glasgow.

AGENTS WANTED, to sell Priestley's Improved Charcoal Smoothing or Laundry Irons, and Coal Economisers, &c. Manufacturers, Priestley & Co., Gibbet Street, Halifax, Yorks.

WANTED, First-class PURCHASING AGENTS for the Rothwell Knitting Machines. Will give sole agency and most liberal terms to good men.—Apply, W. R. & Co., Ltd. Albert Works, Bridgman Street, Bolton.

TRAVELLER, with good connection, Perambulators, Mail Carts, Toys, seeks engagement.—Traveller, *Sewing Machine Gazette* Office.

Anyone receiving a free copy of this issue is respectfully asked to take it as a courteous invitation to become a regular reader, either as a subscriber or by ordering the paper from his nearest newsagent, making use of the proper form provided on another page.

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ANY TIME,

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Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

APPLICATIONS FOR LETTERS PATENT

11,257. W. Bowden, for improvements in tuck sewing machines.

11,351. J. A. Claringburn, for improvements in knitting machines.

11,383. B. Dukes, a communication from Fuchs & Rosenberger, of Germany, for improvements in apparatus for holding fabrics, garments, or the like whilst stitching, sewing, or similarly working the same.

11,638. J. B. Braun, C. Clerc, and C. Leriche, for improvements in embroidering machines.

11,699. J. Hill, for an improved perambulator joint.

11,795. L. Lublin, for improvements in apparatus for sewing or forming loops on cloth and the like.

11,863. G. F. Grosser and J. Foster, for improvements in, or connected with, knitting machines.

11,876. Hope Street Factory, Limited, and J. Laird, for improvements in button-hole sewing machines.

12,029. D. M. Gerbaulet, for improvements in connection with sewing machines.

12,091. H. Verges, for improvements in knitting machines.

12,316. D. Flanagan, for improvements in tension devices to be applied to the reel-carriers of sewing machines.

12,424. J. Schmitt and J. B. Coblenzer, for improvements in and relating to knitting machines.

12,726. L. H. Smith, for improvements in ruffling, plaiting, or gathering attachments for sewing machines.

12,769. The Hosiery Machine Building Co., for improvements in apparatus applicable to knitting machines, and in the method of working the same.

12,826. R. Wallwork, for improvements in knitting machines.

12,833. G. Moore, jun., for improvements in perambulator or similar hood fittings.

12,951. W. S. MacLennan and T. Morton, for improvements in child's carriages.

12,962. J. Kohler, for improvements in machines for crocheting the edges of textile and other fabrics.

13,097. G. Worsley, jun., J. Brelsford, A. E. Worsley, and F. Cree, jun., for improvements in or applicable to sewing machines.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

Price 8d. each.

8,378. *Button-hole sewing machines.* G. Benson and J. Laird, of Belfast. Dated April 26th, 1893.

Consists of an improved method of sewing button-holes by sewing the two sides of a button-hole simultaneously and at one operation. The machine employed is of the kind in which a clamp is used for holding the fabric, the clamp travelling up and down the cloth plate the distance required for the button-hole, the needle being stationary except so far as is required to make the button-hole stitch. Hitherto the fabric has been moved forward to make one side of stitching, and then back to make the other side, only one shuttle and one needle being employed, but according to this invention two needles and two shuttles are used, working simultaneously and sewing both sides of the hole at the same time.

11,822. *Attachment for Sewing Machines.* P. R. J. Willis, a communication from W. M. Webber and L. E. Webber, both of Parkensburg, West Virginia, U.S.A. Dated June 15th, 1893.

By means of this attachment large and small hems can be made. It comprises a curved arm fixed to the presser-bar by a set screw. A plate or bar bent at right angles has a slot at one end, through which a set screw is passed to adjustably secure it to the curved arm, its other end depending downwardly, and carrying a double and inverted hemming device. Another plate, having a slot at one end, is also adjustably secured by the set screw to the curved arm, and carries adjustably a hemmer gauge.

14,216. *Flat or Rotary Knitting Machines for making rib tops and the like.* C. H. Aldridge, of Pinfold Gate, Loughborough. Dated July 22nd, 1893.

The object is to provide arrangements for readily and quickly altering and adjusting the stiffness of fabrics in cases where fabric has to be produced by different stiffnesses, such as rib tops and the like. The invention is designed more especially for use in frames built upon the principle known as "Cotton's Patent," and where the cam shaft is "shogged" endwise in order to bring two or more sets of cams into use as required.

15,196. *Sewing Machines.* H. Cousland, of Glasgow, & L. H. Smith, of Kilboure. Dated August 9th, 1893.

Consists firstly of a method of elastically attaching the needle bar foot or needle guide to the needle bar, so that after the bar foot or needle guide has reached the extremity of its downward motion, the needle has a further movement through the fabric. Secondly, in providing an improved combined presser-foot and holder for sewing perforated buttons to fabrics.

15,361. *Knitting Machines.* J. Higham, of Hulme, Manchester. Dated August 12th, 1893.

The object of the invention is to construct cams and mechanism to operate the same, so as to obviate the necessity of having stops at each end of the machine for operating the centre or upthrow cam as usually used.

15,858. *Knitting Machines.* J. Higham, of Hulme, Manchester. Dated August 22nd, 1893.

In order to prevent the cam carriage from lifting or rocking, which occurs to a greater or less extent in machines of the ordinary construction when working, and to permit the cam carriage to be disconnected if either of them require to be removed for any purpose, the rails upon which the carriages slide are formed with grooves arranged in a particular manner, whereby the effects of vertical and horizontal thrusts are neutralised, and the carriages may be worked either quickly or slowly with perfect steadiness.

The cam carriages are connected on each side of the machine by constructing them with a boss through which a bolt is passed, the intermediate space being filled by a ferrule whereby the carriages are regularly connected, but may be easily disconnected.

UNITED STATES PATENTS.

ISSUED AND DATED MAY 29TH, 1894.

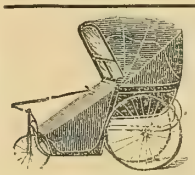
520,452. L. E. Salisbury, Providence, R.I., knitting machine.
520,622. O. Thielemann, Freiberg, Germany, baby carriage.
520,657. J. Reece, Boston, Mass., sewing machine.
520,759. H. Moore, Wellingborough, England, actuating mechanism for sewing machine shuttles.

ISSUED AND DATED JUNE 12TH, 1894.

521,190. E. Tiffany, Bennington, Vt., stop motion for knitting machines.
521,191. E. Tiffany, Bennington, Vt., quarter saver for flat rib knitting machines.
521,197. R. Weiss, Nottingham, England, embroidering machine.
521,248. L. E. Salisbury, Providence, R.I., knitting machine.
521,277. E. Tiffany, stop motion for straight knitting machines.
521,284. E. W. Gourd, Quincy, Mass., circular knitting machine.
521,301. R. W. Thomson, Lynn, Mass., sewing machine.
521,308. C. A. Dahl, Lynn, Mass., sewing machine.
521,367. G. H. Gilbert, Philadelphia, Pa., cam for knitting machines.
521,372. J. Holroyd, C. B. Hunt, & R. J. Johns, London, England, sewing machine.
521,377. C. F. Littlejohn, Bridgeport, Conn., sewing machine.

ISSUED AND DATED JUNE 26TH, 1894.

521,855. P. Gohring, Ober Ursel, Germany, sewing machine.
521,856. P. Gohring, sewing machine.
521,860. H. A. Houseman, Philadelphia, Pa., needle actuating cam for knitting machines.



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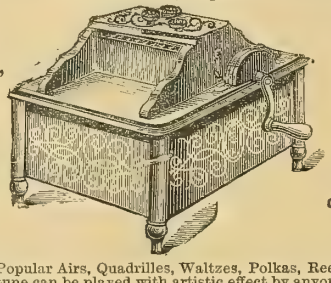
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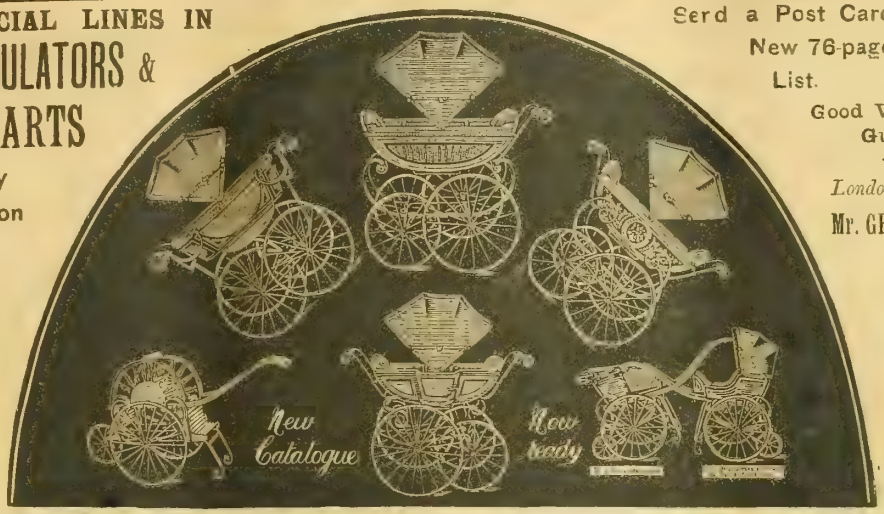
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(See page 26 for other advertisements.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

Subscription.—3s. 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

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Hire Agreements and Payment Cards.—We supply these to most hire traders. Particulars on application.

List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

SEWELL & Co., Publishers.

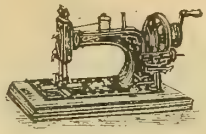
28, 29, & 30, Paternoster Row, London, E.C.

Editorial Notes.

Sky Signs. Those of our readers who are partial to large signs should take note that the London County Council are now trying to enforce the London Sky Signs Act with vigour. Last month they prosecuted a well-known tradesman for exhibiting over his premises a sign extending 21 ft. over the parapet of the shop. Mr. Shiel, the magistrate who heard the summons, said that everything was governed by the words "visible against the sky." He had seen the board himself, and to call it a sky sign was simply absurd. He should find as a fact that it was not visible against the sky. It covered the front of a skylight, and its absence would not even be an æsthetic advantage. He dismissed the summons with five guineas costs. The London County Council, however, do not intend to let the matter remain where it is at present.

Union of Cycle Agents. The Cycle Agents' Union is the title of a new association. At the meeting to consider the question of its formation, Councillor W. H. Casley, of Exeter (well known to our readers as one of the largest cycle dealers, also as president of the Exeter branch of the H.T.P.A.), took the chair, and Mr. Mason was elected secretary. It is proposed to hold a meeting of the agents during one of the forthcoming cycle shows. In the meantime, *bona-fide* agents can communicate with the secretary at Clarence Road, Manor Park, London, E. The object of the Union is, as we understand it, to attempt to stop the supply of machines to the public at wholesale prices and to generally serve the interests of the dealers. It will be interesting to note how the scheme works, but, unfortunately, combinations of traders for regulating prices or conditions of trade have a habit of falling to pieces just when they would the most useful, viz., when trade is bad.

The State of Trade. As was naturally to be expected, considering how depressed the sewing machine trade has been of late, Jones' Sewing Machine Company have declared no dividend on their ordinary shares for the year ending May 31st last. The shareholders, however, have no real cause for complaint considering their investment as a whole. The first and second year's dividend on the ordinary shares were 10 per cent., followed by two years at the rate of 6 per cent., and the fifth annual report, given elsewhere, clearly shows that during the second half of the year trade had decidedly improved. As sound investments go, an average dividend of 6 per cent. is by no means unsatisfactory, but Jones' exceeded this, as during their five years' career they have paid 32 per cent. to their ordinary shareholders.



Section

SOME MISTAKES

THAT PREVAIL TO A LARGE DEGREE AMONG SEWING MACHINE DEALERS.

The periodical called the *Nation's Pride*, issued by the Standard Sewing Machine Company, contains, under the above heading the following :—

We take the liberty of calling attention to a few, in the hope that they may be corrected, and that the thinking of sewing machine men may become more in accordance with true business principles than has often been the case.

One mistake is that sewing machine companies should furnish the retailer his capital ; in other words, that the time and ability and effort of the dealer should offset the stock furnished by the company. This is the co-operative theory of many of our writers and speakers on labour questions, reduced to the individual, instead of the mass of factory or other *employes*, and it is subject to the same criticism, viz., that the working partner, the labourer in the one case and the dealer in the other, is a partner for profits and for profits only. He has no capital, and he "has to live," hence he is allowed to "draw" a definite amount weekly, or to have a certain percentage of collections without any security on his part, that in case of ultimate loss the company is to be made good for cash advanced. This criticism applies primarily to consignment and commission deals, but is equally *apropos* of regular purchasers who have no capital, or at best only sufficient to buy an outfit—horse, waggon, office furniture, &c., and who expect to get money enough for the sale of machines to pay for them before the bill becomes due. Many hustling, wide-awake, able sewing machine salesmen make this mistake, and it is a serious one. They say honestly, the company is safe and should be glad to get such a chance to dispose of its goods. They know that their intentions are all right, and resent oft times any hesitancy on the part of the manufacturer to give them all the machines they want on their simple promise to pay.

Now, pray, think a moment. If they have no cash capital for the purchase of machines, nor for the payment of expenses until the "turn" comes, they will use the money that comes in from sales to pay such expenses : they can't help themselves ; they must eat or die, and if they die they can't sell sewing machines ; the children and wife must eat and they will use the money that comes into their hands to buy food, always hoping and intending that it will be made up before the bill is due ; but where does the company come in ?

The use of cash received from sales made by dealers who have no capital is exactly the same as cash advanced on commission—the dealer is the party to the contract who is absolutely safe—the company runs all the risk. Is this business ? Is it fair ? The sewing machine business is the only one that we know of where the dealer has such notions. In all other kinds of business it is expected that the dealer will have at least cash enough to partly pay for his goods—no wholesale dry goods, hardware, or grocery dealer thinks of selling a bill to a man with no cash in the business—no would-be purchaser expects to buy wholly on credit. This peculiar view of things on the part of so many sewing machine men (not all of them are so, nor even a majority) is due to the loose methods heretofore prevailing in the sewing machine business. It is the outgrowth of the company retail offices and the advance commission plan, and is pernicious in the extreme. It is demoralising to the dealer, for it blinds his eyes to the fact that there is a thine as well as a mine to property, and makes him an unconscious communist. He becomes aggrieved when the company wants its share of the proceeds, and complains of hardship and unkindness of treatment, forgetting that he is the violator of a contract and that he has used the money that belonged to another.

Truly, this is a mistake.

Another mistake that is really the root out of which the first mistake mentioned has its growth, is that there is only one party to a sewing machine dealer's contract

with his company, and that party is the company. Many a dealer seems to think there is no obligation whatever on his part, and that a sale places the company entirely at the service of the buyer. If the machines do not come as promptly as the dealer wishes, the company gets a scoring: if the least defect appears in the machines when they arrive, the next mail carries the grievance, oft times couched in no gentle language; if the billed prices are not right the company is speedily reminded of its contract; but when settlement day comes and there is something to be done by the second party, the company is treading on very dangerous ground if it even reminds the dealer that he has an obligation to perform. This is not always the case, nor is it frequently the case, but such things do occur, and they are the result of a serious mistake on the part of the dealer, viz., that there is only one side to a contract.

One other mistake, and it is more general than those previously mentioned, is that a sewing machine company is a bank, and that renewals of notes should be granted *ad libitum*, provided interest is kept up. In other words, that the company should loan money to its customers. That is just what the renewal of a note means—the loan of so much cash. The contract was based on the expectation of cash at the expiration of a certain time; the time for payment arrives, and if the cash is not forthcoming the company must put up just so much. Every overdue note or account represents so much more capital than is required to carry on the business legitimately, and is just so much invested in the banking business with this difference, that banks loan voluntarily on the best security, the company loan is forced and without security. Wholesale dealers and manufacturers are not bankers, and they have to meet their bills when due. Salesmen and men in the factory have to be paid weekly; there is no extension in their case; it is cold, spot cash.

The hard times are teaching hard lessons, but they are sorely needed; they are creating a sentiment among business men more in accordance with true principles, and the tendency is rapidly growing toward a recognition of both sides to a contract. Mistakes are being rectified; dealers are acting nobly in keeping within their incomes, and in shaping business upon true economic principles, and the outlook for a good, healthy, honestly conducted trade is indeed bright.

Rectify the mistakes.

CANCER THROUGH CARRYING MACHINES.

Our Chicago contemporary, *The Sewing Machine Advance*, shows in its last issue how disease is produced through causes the most trivial. Mr. C. F. Goss (it writes), a sewing machine agent of Versailles, Ky., recently underwent the rare operation of amputation of leg at the hip joint, and the cause of the disease that rendered the amputation necessary was as unique as the operation was rare.

For several years past Goss has been in the employ of the Singer Company. He was in the habit of leaving his home in Versailles every morning with his waggon, in which was loaded a sewing machine. When he would stop at a house he would be compelled to carry his machine from the waggon into the home of his prospective customer. In doing this he would invariably carry the machine on his right shoulder. The pedal would strike against his right leg. He would be compelled to make a great many such trips in course of a day, and he always carried the machine in the same position. For seven years he engaged in this work, and finally began to feel intense pain in his right leg.

At first he thought he was suffering with rheumatism, and paid no further attention to the darting pains. Sometimes he would be attacked at night, but the application of a stimulating liniment served to give him temporary relief. Finally the pain became more acute, and Goss was compelled to employ a coloured man to accompany him on his trips to carry his sewing machine. He still neglected to go to a physician, but tried a large number of domestic remedies in search of relief. He grew rapidly worse, and was compelled to use a cane to walk with. He even had much difficulty in walking with a cane, and finally went to see a doctor. The physician was told of Goss's symptoms, and at once pronounced his ailment sciatic rheumatism. The physician did not examine the diseased leg, but prescribed for Mr. Goss notwithstanding. He was given medicine internally, but continued to grow worse. At night the pain would occasionally be so excruciating that he would jump from his bed and fall to the floor, yelling with agony. Failing to get any better as time went on, Goss went to see another physician. Like his brother disciple of Esculapius, the last doctor called in also said the sewing machine agent was suffering with rheumatism. More remedies, internal and external, were prescribed, but the patient grew steadily worse.

From a fine-looking muscular man of 165 pounds, Goss dwindled away to 90 pounds. He lost his appetite and his emaciated countenance alarmed his friends. The pain in the meantime had become so intense that he could not bear for any one to even bathe his leg. The member began to swell, and he called in a third physician, who pronounced his ailment white swelling. This diagnosis did not satisfy Mr. Goss, and he sent for Dr. Thompson, his family physician. The last-named doctor was frank enough to admit that the disease of Mr. Goss could only be determined by some eminent surgeon. It was then determined to take the suffering man to the Good Samaritan Hospital at Cincinnati. Dr. Ransohoff was called in and made an examination of the troublesome leg. After carefully looking at the member, the eminent surgeon put Goss through a series of questions, and was told about the latter's habit of carrying a sewing machine daily for seven years. It was then approximated that no less than 10,000 pedals had hit against Goss's leg. This continuous beating against the bones in the leg had caused a cancer. The fibrous growth, which proved to be extremely malignant, had spread to such a degree that nothing could be done for the patient save to amputate the injured member. Goss was informed of the true nature of his disease, and was also told that he would have to submit to the above named operation to get relief. He was also informed that, on account of his emaciated condition, he might not survive the ordeal. Goss resigned himself to his fate, however, and agreed to sacrifice his diseased leg. He was given tonic remedies for a few days, and everything was then made ready to amputate the troublesome leg. Dr. Ransohoff selected Dr. Frieberg and Dr. Gilbert, one of the internes at the hospital, to assist him. Goss was given anæsthetics and placed upon the operating table.

The rare operation of amputating the leg at the hip joint took place. The physicians are greatly pleased over the outcome of the operation, as very few of the kind have ever been performed in this country. Goss is forty years of age and has a wife and four children at Versailles. He has always been abstemious in his habits, which fact has been much to his advantage in his present trouble. He has been gaining strength daily, and although he will be crippled for life, he is much pleased that matters are no worse.

SEPT 9 1894

THE CHICAGO EXHIBITION.

SEVERE STRICTURES BY THE ROYAL COMMISSION.

The report of the Royal Commission on the Chicago Exhibition was recently issued. The Commissioners, while admitting that the people of Chicago produced a display unequalled in many characteristics, and in many respects distinctly superior to any previous similar attempt, pass some rather severe strictures, especially upon the system of awards adopted at Chicago. The system of individual judges instead of juries was most unsatisfactory. Some judges took a high standard and refused to make awards except to a small proportion of selected exhibits, whilst others took a low standard and gave medals to practically all the exhibits they were sent to examine. It was a mere accident whether an exhibitor had his goods examined by a single judge and received a medal, or whether he was lucky enough to get half a dozen judges to his stand and got half a dozen medals. In some cases medals were granted to each specimen in a collective exhibit, and in others a medal was given for the collective exhibit itself. Nor was the system satisfactorily worked. A definite promise was made that every exhibitor should have at least seven days' notice of the visit of the judge, which would have been difficult to carry out under any circumstances. As a matter of fact, most exhibits were visited without any notice at all,

and many in the absence of the exhibitors. The result of the system and the way in which it was worked was shown by the fact that instead of awards being announced, as had always been the case up to that time, some time before the close of the exhibition, the official list was not published until six months after the exhibition was closed, thus causing great hardship to exhibitors. The delay in announcing the awards was unprecedented, for it was not until the middle of April this year that a complete list was received by the Commissioners. Moreover, there were many discrepancies between the first and final lists, and the final list does not clearly indicate the number of awards made to each exhibitor in those cases where more than a single award has been made to the same firm. As far as can be ascertained, however, it appears that eleven hundred and eighty-three awards have been made in the British section, exclusive of the Colonies and India. The arrangements for the storage of empty cases and the payment of Customs duties were not entirely satisfactory. The exhibition buildings were impressive and magnificent in appearance, and enormous sums were lavished upon them, but they were not by any means particularly well adapted for their ostensible purposes. Hardly any of the Chicago buildings, except the fine arts building, were suitable for exhibition purposes. As to the benefits resulting from the exhibition, the Commissioners are of opinion that it can hardly be doubted that the evidences afforded at Chicago of the vastly cheaper rates at which many classes of goods could be obtained were they imported instead of being produced in the country made a profound impression on many shrewd observers, and from that one cause alone we may expect a considerable advantage to our trade.

UNFAIR TRADING IN THE STATES.

Our Chicago contemporary reproduces from a local paper the following instance of trading, which, to put it mildly, is not fair :—"A Lewiston sewing machine agent who has been schooled in his business for several years in Boston, is showing at least one of his rivals his cleverness in the art of selling his sewing machines. He visits a house to sell a machine, and if he finds his competitor has got ahead of him, he at once proceeds to find how much has been paid on the one already there, which, if not over five or ten dollars, he allows a discount of that amount on his machine, and moreover agrees to return the one belonging to his competitor, which scheme has worked to a charm in a great many instances. Upon getting the other man's machine in his possession he drapes it with black crape, puts it in his waggon, and hauls it home to him, opens the door, sets it inside, and remarks, "Here is one of your machines that I took out of Mrs. J.'s," then walks away and leaves his rival to mourn with the machine. Cæsar says all Gaul is divided in three parts, and the competitor says that this fellow who bothers his business so has them all."—*Lewiston, Me., Sun.*

A JUDGE ON CANVASSING.

In the report of the House of Lords Select Committee to inquire into the Debtors Act complaints are made by County Court Judges and others as to husbands being forced into debt by reason of indiscreet purchases by their wives. It would appear from the evidence there set forth that travelling drapers, commonly known as "tallymen," are the chief offenders. It behoves the sewing machine trade, however, to weigh very carefully the opinions of the Judges on this subject, which were very well voiced by his Honour, Judge Edge, at the Stonehouse County Court last month. These remarks originated through the wife of a labourer applying to the Judge to reduce seventeen orders which had been made against her husband on judgment summonses to 3d. per month each. His Honour said he was astounded that the defendant should have been able to obtain credit from seventeen different drapers. He asked the defendant's wife how she ever managed to baffle and blind all those travelling drapers. What representation did she make to them to get their goods? The woman replied that some of the tallymen came and asked her to take the goods. His Honour said he was informed by the Registrar that the husband, when he came to the Court, said he knew nothing whatever about the debts. Mrs. Smith said her husband knew of two of the debts. His Honour remarked that the woman, on her own admission, kept her husband ignorant of fifteen of the debts. It was absolutely shocking that a man earning £1 per week should be put so heavily in debt by his wife, and it was a great pity wives who contracted debts without the knowledge and consent of their husbands could not be sent to prison instead of the husbands. In this case the defendant would never be able to pay his debts. If the plaintiffs had made the slightest inquiry they would have soon learnt of the defendant's position, and known that if they parted with goods they were practically giving them away, that they would never be paid for them, and they must not use the powers of the Court to attempt to squeeze the money out of the people. He reduced the orders in each case to 4d. per month.

His Honour then observed that he thought it would be an appropriate occasion to make the few remarks he intended to make on the tally cases. His attention had been called by the officers of the Court to the great increase in the number of persons who were sent to prison, and particularly as to the class of debts for which they were sent to prison. The Chief Clerk of the Court was good enough to prepare him a return of the number of persons sent to prison, and were actually in prison in the year 1892, and on which he (the Judge) gave evidence on the Committee of the House of Lords, which sat to consider the question of imprisonment for debt. Out of the ninety-two persons who actually suffered imprisonment from that Court for debt during the year 1892, fifty-seven were for debts owing to what were generally called tallymen, whilst all the other suitors in the Court only applied and enforced their warrants in thirty-five cases. Although the number of tally cases was one-third of the total number of the plaints issued by the Court, yet the tally imprisonment formed two-thirds of the total. The Committee of the House of Lords did not abolish imprisonment for debt, and he thought they acted rightly, because in the great majority of cases persons obeyed the orders and paid the debts by instalments. Thus creditors got in a vast amount of their debts. In the first quarter of this year there were twenty-five persons sent to Bodmin, and of these twenty-one were tally cases, whilst only four were sent by all other trades, including many travelling drapers who conducted their business in a very respectable and reputable manner, so far as he knew. For the quarter ending June 25th this year, forty-one persons were sent by order of the Court to Bodmin for debt, and of this number thirty-eight were tally cases, and only three committed at the instigation of the ordinary suitors of the Court. Out of the sixty-six persons actually conveyed to prison only seven were sent by all the tradespeople and suitors other than tallymen. From inquiries which he had instituted, he had ascertained from the Governor of Bodmin Gaol the names of the various plaintiffs, and he found that all these people had been sent to Bodmin at the suit of about six travelling drapers alone. He found that some tally drapers, although they had money owing to them personally, and had assigned debts which they could not recover, went on trusting the same people as before. They watched the lists, and if the debtors made default then a warrant was issued, and in many cases the plaintiffs obtained their money, whilst in others the debtors suffered imprisonment. There were some tallymen—he did not use the word offensively, but because they were commonly known by that term—who conducted their business without having resort to these very extreme measures. He was quite satisfied that if these half a dozen men who were repeatedly sending these people to prison had made the slightest inquiry before giving them credit they would have learnt that they were already over head and ears in debt. In all probability the husband in the majority of the cases knew nothing whatever about the debts ; whilst in others the husband knew that the wife was dealing with tally drapers, but took no steps to check them. He found that in many cases the same debtor went to prison several times. One debtor had been to prison seven times, two others five times each, and others four times, three times, and twice for debts due to different traders. These were all tally cases. The ordinary shopkeepers found that they could carry on their business without resorting to these extreme measures. It was evident that there was something radically wrong with the way in which these half a dozen tallymen carried on their business, and he was deter-

mined to put a stop to it. These men must not be allowed to come to the Court and use it as a collecting machine for this reckless and indiscriminate giving of credit. He gave fair warning to all concerned that he intended to lay down some rules in all cases where tally drapers gave credit to the wives in the absence of the husbands or without their sanction, and in cases where people who were sent to prison time after time owing debts it was utterly impossible for them to pay. He should suspend all warrants on all commitment orders which were more than three months old. If a plaintiff desired to issue a warrant after the September Court he must apply to him *ex parte*, and need not summon the defendants. But he (the Judge) would require to be satisfied that the debtor had at that time the means of payment, and he should insist on the observance of the same system which was in vogue in the Birmingham Court, and which would check this serious state of things. In all these cases where travelling drapers gave credit to the wife, he should require, before the judgment summons was issued, that plaintiff should see the husband personally and explain the debt to him. That would have to be proved on oath. The husbands ought to be made fully aware of the whole of the facts before a judgment summons was issued. He should also require full particulars of the earnings of the defendants, and their place of work. He proposed to have a note taken of every case, and then occasionally direct inquiries to be made in certain cases so as to ascertain if the facts stated were true. He had found in many cases when the defendant was absent the plaintiff said he was earning 25s. per week, that the man was earning nothing like it ; in fact, 14s. per week was about the truth. Before he committed any defendant the plaintiffs would have to satisfy him that the man could pay. If, on inquiry, he found the statements as to the defendant's position and means were not true he should adopt some very stringent measures. It was becoming almost a public scandal that so many people should be committed to prison for debts which had been contracted by their wives. He hoped that statement would have the effect of stopping this indiscriminate credit, and of checking any injustice which might arise from the defendants not appearing in Court.

RECENT CHANGES IN THE TRADE.

The firms named below have given up business at the addresses stated since our last list of changes : —

Amersham. — Joseph Hatch, cycle and domestic machinery dealer, High Street.

Arbroath.—Lewis Nicol, cycle and domestic machinery dealer, 1, Maule Street.

Banbury.—E. Urbson, cycle dealer, Market Place.

Belfast.—Gallagher Bros., cycle dealers, &c., 15, Old Lodge Road.

Birmingham.—J. Ridgway, cycle and musical instrument dealer, 27, Newtown Row ; George Vann, cycle dealer, &c., 245, Stratford Road.

Bishops Stortford.—T. Collis, dealer in sewing machines, &c., North Street.

Bolton.—W. T. Fowweather, dealer in cycles, prams, &c., 16, Boston Street ; H. Ramsden, dealer in cycles, musical instruments, &c., 50, Bradshawgate.

Bootle.—Webster Bros., cycle dealers, 302, Stanley Road.

Bromsgrove.—T. Elias, laundryman and cycle dealer.

Burnham, Somerset.—C. E. Pountney, Oxford Street Machine Depot.

Burslem.—Corps, Smith, & Co., cycle and domestic machinery dealers, 39, Price Street.

Bury, Lancs.—G. H. Southwell, domestic machinery dealer, Heap Bridge.

Chesterfield.—C. Blake, cycle dealer, &c., Holywell Street.

Chiswick.—A. Batty & Co., domestic machinery dealers, High Road.

Crawley.—F. M. Kenning, cycle and domestic machinery dealer, The Archway, High Street.

Crewe.—W. Maybury, cycle agent, 2, Beech Street.

Dorchester.—W. Brown, cycle dealer, 2, South Street.

Dundee.—W. Roxburgh, draper and domestic machinery dealer, 93, Hawkhill.

Fenton, Longton.—A. C. Smith & Co., dealer in cycles, &c., Victoria Place.

Finchley (East).—E. Geasby, dealer in cycles and domestic machinery, 14, Cavendish Terrace.

Forest Gate.—Leggett Bros., cycle and perambulator dealers, 1, Sebert Road.

Fraserburgh.—Geo. Robertson, cycle manufacturer, 63, Cross Street.

Gateshead. — Richard Spoors, dealer in wringing machines, &c., 24, Alfred Street.

Glasgow.—The Cathkin Cycle Co., Caledonian Road ; J. J. Rae, cycle agent, 123, Sword Street, Dennistoun ; Geo. Wilcox, domestic machinery dealer, &c., 56, Cowlais Road, Springburn ; Robert Potter, sewing machine repairer, 156, James Street, Bridgeton.

Halifax.—John Rhodes, Sons, & Co., house furnishers and sewing machine dealers, 2, Broad Street.

Hammersmith.—Moorhouse, cycle agent, 97, Dalling Road.

Holyhead.—Gunn Bros., drapers and sewing machine dealers, Commerce House.

Hounslow.—W. Maslin, dealer in cycles and domestic machinery, High Street.

Innerleithen, N.B.—J. & W. Freer, drapers and sewing machine dealers, High Street.

Kidderminster.—Robinson & Greaves, ironmongers, 7, Oxford Street.

Kilmarnock.—J. Farquhar, ironmonger, 61, Portland Street.

Kirkburton, near Huddersfield.—Earle, Brook, & Co., dealers in cycles, domestic machinery, &c., Beehive Works.

Leicester.—E. Sibson & Co., cycle manufacturers, Rutland Street.

Lincoln.—J. J. Mason, cycle dealer.

London.—Dodds & Co., cycle manufacturers, Charles Street, Oakley Street, S.E.

Morley, Leeds.—G. E. Jowett, cycle dealer, High Street.

Mountain Ash.—J. Bosher, cycle and sewing machine dealer, &c., 61, Oxford Street.

Newry.—A. Macdonald & Co., ironmonger and cycle agents, 43, Hill Street.

Perth.—Hugh McLardy, domestic machinery dealer, &c., St. Leonard Street.

Ripley, Surrey.—Lewis Bros., cycle dealers, High Street.

Rotherham.—W. H. Oates, cycle dealer, Thatched House, Rawmarsh Road.

Runcorn.—M. Blank, house furnisher and perambulator dealer, 17, Bridge Street.

Salisbury.—R. H. Robinson, cycle maker, Fisherton Street.

Spennymoor.—Witham & Fletcher, cycle agents, Tudhoe Grange.

St. Helens.—Price & Co., cycle and domestic machinery dealers, 46, Duke Street.

St. Ives.—R. R. Harris, dealer in domestic machinery, cycles, &c., High Street.

Stockport.—S. Turner, domestic machinery and cycle dealer, 13, Middle Hillgate.

Stockton-on-Tees.—A. Lazenby, cycle dealer, &c., 8, Hardmouth Terrace, Norton Road ; Dunn & Mott, cycle agents, Hind Street.

Stratford, E.—J. Gentry, dealer in wringers, &c., 112, The Grove.

Wanstead.—A. Sands, cycle agent, High Street.

West Bromwich.—Hale & Co., dealer in cycles, musical instruments, &c., High Street.

Worcester.—W. H. Hughes, ironmonger, cycle agent, &c., High Street.

REMOVALS.

Bury, Lancs.—Mr James Hindle, cycle maker and domestic machinery dealer, has removed from King Street to 12, Rochdale Road.

Dudley.—Mr. James Parkes, cycle and domestic machinery dealer, late of 14, Lower High Street, Stourbridge, is now carrying on business at 7, Newhall Street, Dudley.

Edinburgh.—Mr. P. Scott's domestic machinery business is now being conducted at 4, Nicholson Street, instead of No. 43, as formerly.

Grimsby.—Messrs. Taffender & Co., cycle manufacturers, late of Cleethorpe Road, are now to be found in Freeman Street ; Messrs. Ockenden & Sharpe, dealers in prams, sewing and washing machines, &c., have lately removed from 118, Cleethorpe Road to Strand Street.

JONES' SEWING MACHINE CO., LTD.

FIFTH ANNUAL REPORT.

The fifth annual meeting of the above Company was held at the works, Guide Bridge, on the 16th ult., when the following Report was presented :—

DIRECTORS' REPORT.

To the Shareholders,

The Directors present their Fifth Annual Statement of Accounts, which shows that, after allowing the sum of £1,986 8s. 6d. for depreciation, the profit on the year's trading amounts to £2,577 6s., which, with the balance of £1,048 9s. 9½d. brought forward from last year's account, gives a total of £3,625 15s. 9½d.

The Debenture Interest and Directors' fees absorb £2,750, leaving a balance of £875 15s. 9½d., which your Directors propose to carry forward to next year's accounts.

The Directors beg to inform the Shareholders that the first half of the year's working was most disastrous on account of the cotton and coal strikes, and at the end of November the figures showed a loss of £3,010 13s., but they are glad to state that during the latter half of the year they have been able not only to wipe off the £3,010 13s. loss, but to make a profit of £2,577 6s., showing a total profit of £5,587 19s. made on the last half-year's working.

Under these circumstances the Directors trust that the Shareholders will consider the result of the year's working satisfactory.

The Works have been maintained and are in the most efficient condition.

For the Directors,
WILLIAM JONES, Chairman.

BALANCE SHEET.

Dr. Capital and Liabilities.	£ s. d.	£ s. d.
Nominal Capital—		
13,000 Six per cent. Cumulative Preference Shares of £5 each	65,000 0 0	
19,000 Ordinary Shares of £5 each	95,000 0 0	
32,000 Shares ...	160,000 0 0	
Subscribed Capital—		
13,000 Six per cent. Cumulative Preference Shares of £5 each	65,000 0 0	
15,000 Ordinary Shares of £5 each	75,000 0 0	
28,000 Shares		140,000 0 0
Five per cent. First Mortgage Debentures —800 of £50 each		40,000 0 0
Reserve Fund		10,000 0 0
Creditors		29,859 14 2
Balance of Profit and Loss Account		875 15 9½
		£220,735 9 11½

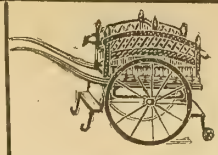
Cr. Property and Assets.	£ s. d.
Land, Buildings, Machinery, Plant, Fixtures, Furniture, Tools, and Goodwill	65,334 8 2
Stock-in-Trade, Book Debts, and Cash in hand	155,401 1 9½
	£220,735 9 11½

PROFIT AND LOSS ACCOUNT.

	£ s. d.	£ s. d.
Interest on Debentures ...	2,000 0 0	
Directors' Fees	750 0 0	
		2,750 0 0
Balance as per Balance Sheet carried forward		875 15 9½
		£3,625 15 9½
Balance brought forward from last year's account		1,048 9 9½
Net Profit of the Working from the 1st June, 1893, to 31st May, 1894 ...		2,577 6 0
		£3,625 15 9½

Examined and found correct.
SAMUEL ASHTON & SONS, Chartered Accountants, Auditors.
WILLIAM JONES,
JOHN EDWARD MELLOR, } Directors.
EDWIN SLANEY, Secretary.

26th July, 1894.



Section

We hear of an innovation which is likely to cause quite a radical change in the construction of perambulators. We are not yet at liberty to give the matter in detail, but of this we are certain, that, if the idea is given effect to, the perambulator trade may make up its mind for a practical reconstruction, very likely affecting the designing and manufacture of perambulators. We can only say that the example tried has given rise, in the district where it was seen, to a request to have the novelty put on the market. We hope in our next issue to be able to fully explain the innovation.

As is well known, a short time ago there existed much prejudice against Birmingham-made perambulators. The Halesowen Perambulator and Carriage Company, Limited, send us a copy of a letter, given hereunder, which they consider is evidence that the old prejudice is on the decline :—

[Copy.]
Exchange Furniture Stores,
71, Pasture Street, Grimsby,
August 25th, 1894.

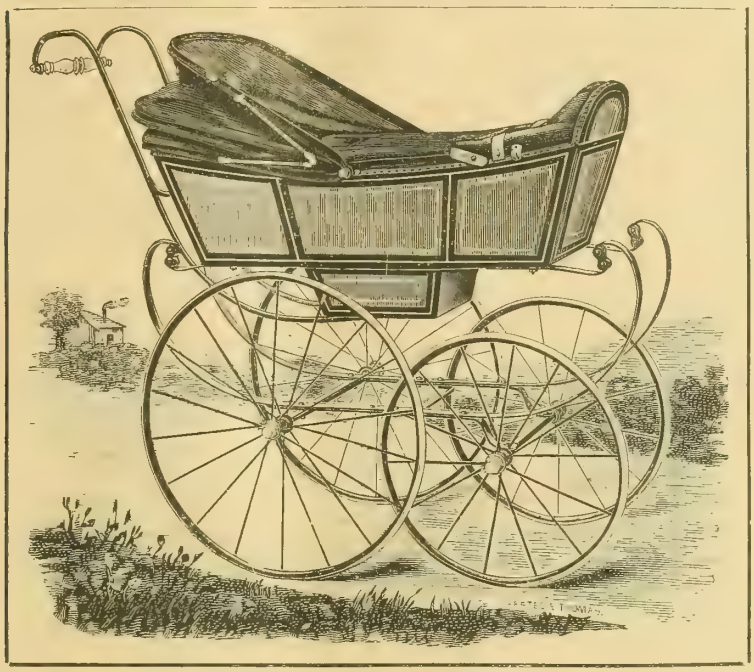
Dear Sirs,—I have had a large number of your bassinettes and mail carts during the season, and have great pleasure in stating that they have all been quite up to the mark in every respect, and have turned out wonderfully well in wearing qualities.

You are at liberty to publish this entirely unsolicited testimonial at any time.

Respectfully yours, Edward Ainger.

The Halesowen Perambulator Company,
Halesowen.

SOMETHING WORTH YOUR ATTENTION.



THE STAR CATALOGUE is the most "practical" of all Catalogues issued this year.

This is a great Point, and should command your serious consideration.

A Catalogue is worse than useless if it isn't "practical."

The STAR Baby Carriages still set the Fashion.

A "Practical" CATALOGUE enables one to practically understand the Goods handled, facilitating the desideratum of the

Baby Carriage Trade, to wit—

"Easy Sale and Handsome Profits."



CATALOGUE POSTED FREE, UPON APPLICATION, TO ANY PART OF THE WORLD.

STAR Manufacturing Co.,

STAR WORKS,

GOODINGE ROAD, YORK ROAD, LONDON, N.

THE CYCLE TRADE OUTLOOK.

As many of our readers know, Mr. James Robertson, of the North British Machine Company, the old-established sewing machine and cycle merchant, wields a vigorous pen. The last number of the *Cyclist* contains a letter from him, which is quite characteristic. It reads as follows:—

"Sour dark days have come upon those engaged in the cycle trade. Failures and arrangements with creditors are the order of the day. The truth is we are all awry, and the wheel which is awry in the head will not work true in the machine. Commercial methods as practised in other branches of industry are seemingly often unknown in the cycle trade. Good sense does not seem to be applied, and misfortune is evidently needed to whip us into proper methods. An industry which is comparatively new, and which might have proved profitable for many years to come, now only yields the most barren results. 'Beggar my neighbour' is the policy which has been pursued. The goods made have been largely in excess of the demand; few firms weighed up where a market, if any, was to be obtained, but an output must be made. Hence right over the country cycles and accessories have been literally given away to those who never considered what would be right and fair, but only how far they could go and not be caught up by the sheriff; while many others, honest enough traders, have entered into wild competition with this class, sold goods without a fair profit, and are now tottering in the balance. In other branches of business, well-meaning people do not find it easy to get into credit with houses of repute, but, in the cycle trade, persons whom it would be risky to trust with a quartern loaf often get credit for hundreds of pounds. The rule of the cycle trade has not been to inquire into the antecedents of their customers; thoughtful care has been thrown to the winds. Each scrambled to participate in the lottery, and lived in the hope that it would all come right. Unfortunately, you cannot be a fool but a hundred others smart for your folly, and so all down the line the smart has been felt. It looked as if commerce had been some new experiment, wherein system and forethought had no place. A tremendously heavy price will have to be paid for all this, but the question is, will what has taken place this year be sufficient to clear the ground of these rotten stumps? Can more money be got from a gullible public to start new firms, and give these people a chance of still further perpetuating mischief, or will careful methods be adopted in the future. In a certain city within the present year a crowd of new people entered upon this *thriving* and *successful* cycle business, but already the bulk have come to grief, for the simple reason there was little experience and less capital. The loss to them has been slight, but to makers great, while other agents, not liking to see trade go by them, entered into foolish competition, and suffered greatly from the new methods of trading (?). A firm of wholesale traders, according to their public examination, started this season with a borrowed capital of £200; scarcely an important firm in London, Birmingham, and Coventry but were favoured with their orders. Numerous advertisements were inserted in newspapers that gave credit, the goods were supplied without inquiry as to whether there was capital or character behind the concern, and, of course, they still wait. The statements of Mr. Fair Speech and partners that all would be right were considered sufficient guarantee. Another opening was made in February this year, the only capital being the credulity of makers and agents. This soon blossomed into three separate shops. Some traveller, no doubt hungry for commission, would write to his house about the virtuous complexion which was painted on Mr. Hifalutin, and a few cycles would be sent. The next who came along would be an accessory man, who laid down his share, and his fellow, seeing stock, followed suit. And so the game went on till the inevitable bankruptcy. Had the firms who sent on goods adopted the most ordinary precautions, inquired at a Trade Protection Society, the chances are their goods would have been saved, and the competitor would have had no chance of carrying on his work. The public examination revealed the fact that he started the profitable game of pawning cycles. One month after opening he had found a ready outlet, and so the largest asset left for his creditors were the said pawn-tickets. These two cases are perhaps small fry, but are a fair sample of what has been done all down the line. But as bad a state of matters has been perpetrated by firms with higher pretensions. A limited company, organised anew less than twelve months since, which has several branches, and a directorate having the names of more than one person eminent in the cycle world, have produced more havoc by their reckless methods of conducting business than the smaller fry. These men had some claims to experience, and should have known beforehand how their work would look when finished. At regular periods auction marts have been crowded with supplies from this firm, they even going the length of conducting auction sales in their own premises. From the prices obtained it was clearly evident there was no margin of profit, no gain to them, and great loss to everyone else in the business. Not satisfied with the auction trade, which after all is scarcely legitimate, pawnshops have held immense stocks from the same source, and private persons have been able to get cycles of a good brand (the makers would blush to see the name in print) at £3 to £4 less than they could be bought in the wholesale market. Borrowing money at 60 per cent. as a rule only ends in bankruptcy and disgrace; selling goods at less than cost has the same ending. Those who have carried on this game are scarcely worthy, one would think, of a post of honour, and yet the nature of the business allows the genial Mr. Spending Tall Talk to shift his management from place to place. The public, with their readiness to subscribe money to concerns about which they know nothing, contented with plausible prospectuses, have done not a little to ruin the trade. The individual seeks to protect his own, a limited concern often carries on unprofitable work till the shareholders' money has gone. If ever the history of the cycle trade is written, it will be a strange record of folly, credulity, and concerns floated with £20,000 and £30,000 capital, without a single asset but 'plausibility.' No wonder the swift feet of Justice have stepped in. We want new methods, in which fairness and honesty will have some share in the game, the lottery of honest labour, drawn by time, is, after all, the only one whose prizes are worth taking up and carrying home. There are surely men in the trade who, not content with making good patterns of cycles, will work out new and more perfect patterns of business, who will help to clean away the snow and make a path where we can walk dry-footed and clean shod. Great results are not to be accomplished by small efforts. We have a future, if the higher instincts come uppermost, and each works to condemn the recklessness which has prevailed. If we are taught by the past, this year's disasters may not after all be in vain.

"Jas. Robertson,
"Manager The North British Machine Company,
"Glasgow and Manchester."

Failures and Arrangements.

SCOTT, WALKER, & CO., Baby Carriage Manufacturers, &c., 222, Leith Walk, Leith.

The above estate has been sequestrated. Liabilities, £621 7s. 10d.; assets, £208 11s. 8d. The following are the principal creditors:—

	£	s.	d.
Alexander, H., & A. G. & Co., Ltd., Glasgow ...	13	7	0
Brooks, W., & Son, Walsall	12	1	0
Campbell Gas Engine Co., Ltd., Glasgow ...	39	9	0
Finlayson & Stuart, Edinburgh	13	5	1
Fastie, W.	17	17	6
Gritzner Machine Co., Durlach	21	0	0
Henderson & Adam, Edinburgh	30	6	11
Hughes, George, Birmingham	50	6	6
Hutton, A. & J., Edinburgh	56	17	5
Horsfall, R. & J.	15	10	8
Littlewood, George, Birmingham	71	5	6
Low, W. M.	17	14	2
McDonald, —	40	0	0
Robinson, H. A.	20	12	2
Rogerson, Thomas, & Lawson	10	10	3
Wishart, D. F., & Co., Edinburgh	21	18	11
Williamson, —	21	6	4

ALFRED BROWN, Ironmonger, &c., 55, Coplestone Road, Avondale Road, Rye Lane, Peckham, late 56, St. John's Road, Clapham Junction.

A receiving order was granted in the above on July 31st. Liabilities, £1,704 16s. 3d.; assets, £23 4s. 2d. Amongst the creditors are Messrs. Holmes, Pearson, & Midgley, Keighley, for £24.

PHŒBE WOODALL, Furniture Dealer, &c., New Street, Dudley.

A deed of arrangement was filed herein on July 27th, under which a composition of 12s. in the pound is to be paid by four equal quarterly instalments, commencing October 19th. Unsecured liabilities, £707 18s. 4d.; assets after deducting secured claims, £360 4s. 9d. Among the creditors are Messrs. Seidel & Naumann, London, for £16.

THOMAS RUSSOM, Furniture Dealer and Manufacturer of and Dealer in Sewing and Wringing Machines, 42, Park Lane, late 34, North Street, Leeds.

In the above bankruptcy, the Star Manufacturing Company are creditors for £10, and Messrs. Summerscales, Limited, Keighley, for £17 2s. 4d. Liabilities, £700 3s. 10d. Assets, after deducting preferential claims, £657 17s. 8d.

WILMOT HOLLAND, trading as SO-ALL LOCK-STITCH SEWING MACHINE COMPANY, 3, Oxford Street, London, W.

It is proposed to announce a dividend herein shortly.

AARON MIDGLEY, Sewing Machine Agent, Malton.

Mr. W. Richardson, C.A., of 13, John William Street, Huddersfield, has been appointed trustee of this estate.

JOHN SINCLAIR, Perambulator Manufacturer, 52, Church Street, Liverpool.

An order was made on June 29th that the discharge of the above debtor be suspended for three years. The trustee, Mr. F. Gittins, has been released.

EGDELL & CO., Cycle and Domestic Machinery Dealers, Newcastle-on-Tyne.

A first dividend of 2s. 6d. in the pound will be paid on September 3rd at Official Receiver's offices, Pink Lane, Newcastle-on-Tyne.

R. H. ROBINSON, Dealer in Cycles, Prams, and Mangles, late of Fisherton Street, Salisbury.

A first and final dividend of 3s. 11d. in the pound is now payable at Official Receiver's, Salisbury.

J. W. LAYTON, Cycle and Domestic Machinery Dealer, Newmarket.

The above has been adjudicated a bankrupt.

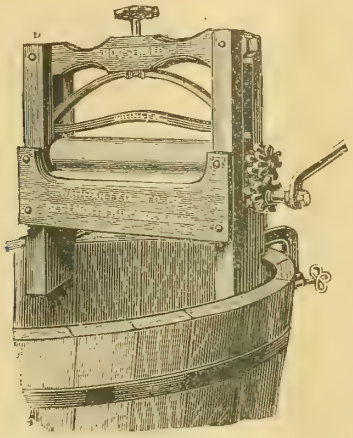
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



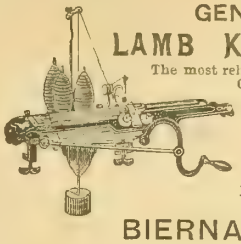
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

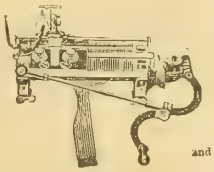
LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

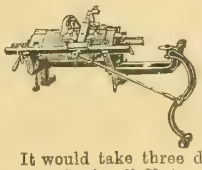
BIERNATZKI & CO.,
44, MANSFIELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post. TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 48, Upper Brook St., Manchester.



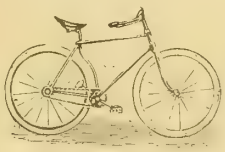
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything, in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

Seidel & Naumann have declared a dividend of 20 per cent., an increase of 2 per cent. on last year. They have largely increased their cycle department, until its capacity is now 13,000 machines per annum, without diminishing their sewing machine business. Another sewing machine firm, Durkopp & Co., Bielefeld, have increased their cycle trade to an output of 8,000 machines a year. Their last dividend was 11 per cent.

Adam Opel, sewing machine and cycle manufacturer, Ruddelsheim-on-the-Rhine, has now an output of 7,000 cycles per annum.

Bicycle locomotives are coming to the front according to Dr. Mahana, of Sunnyside, U.S.A., the inventor, who is making ready for the trial trip shortly to be made on the Mount Scott and Portland Railway. The engine rests close on the track, all the bearings being on a centre rail, and is altogether different from any other traction machine. The engine consists of a tender and a driving portion. The centre wheels on either side of the middle rail press the rails in such a way that derailment is impossible, while the weight is carried by the drive and one rear and one front wheel. The whole locomotive is balanced on these centre wheels. There is also a set of wheels on either side of the locomotive, which act as a balance, preventing the engine from upsetting. The weight of the locomotive, equipped with water and fuel, is 15 tons, and it is expected to develop a speed of 100 miles an hour and have the power of a 75-ton engine. About half a mile of track on the Mount Scott line has been prepared by laying a third rail in the centre of the roadbed. The bicycle engine is constructed so that it can run on any standard gauge road by simply laying down a middle rail.

In this country also the cycle is being adapted to railway travelling. The G.W.R. Company are now using between Bala Junction and Bala Town a cycle carriage

worked by four men, who propel it over the rails with their hands and feet at the rate of 15 miles an hour.

* * *

Messrs. R. M. Wright & Co., of Water Lane, Lincoln, announce that they have now the Humber agency as well as other important agencies, and hold the largest stock of cycles in Lincoln. They also sell prams and mangles.

* * *

During the past month there have been two trade name prosecutions in the cycle trade. In one case the name "Dunlop" was applied to other than tyres made by the Dunlop Company, and in the other a label was attached to a cycle falsely representing that it was made by the Whitworth Company. In the latter case the defendant was fined 40s. and costs, and in the former case the defendant did not appear at the Sessions and answer to the charge, but Sir Peter Edlin, the Judge, stated that the Dunlop Company were quite right in their action, and went on to say that inventors and patentees should protect their interests against infringements, not merely of registered trade marks, but of recognised trade names.

* * *

At the annual meeting of the Cycle Manufacturers' Association, the secretary reported that in a recent case which the Tower Cycle Company brought against a firm of cycle dealers in Ireland for the recovery of moneys, and in which case the defence was raised that they were merely agents, and that the machines sent were on sale or return and returnable at will, the association had taken up the case, carried it to the Court of Appeal, and won, the result of the action being to clearly show that the cycle agent, as generally understood, is a cycle dealer, and that, unless specific arrangements have been made, any goods sent him in the ordinary course of business are purchases from the firm sending, and are not returnable.

* * *

Two new patents are being vigorously pushed at the present moment, viz., the Boudard Gear and the Cycle Spring Speed Chain-wheel. There appears to be much difference of opinion as to the actual value of these inventions. It is contended by some cycle authorities that any ordinary high-geared machine is as good as the Boudard. Then as to the Spring Chain-wheel, some incline to the opinion that the spring acts with a storage of power given off by the rider at the early part of the stroke.

* * *

Our readers will be pleased to hear that Messrs. Bradbury & Co, Limited, have good cause to be well satisfied with their first season's experience of the cycle trade, not only as regards their output, but also as to the performances of their cycles. We have before us a list of the important races won by Bradbury's cycles during July and August, and they exceed 40 in number, among them being the 50 miles championship at Liverpool.

County Court judgments have been registered against R. H. Buckley, machine dealer, 37A, Victoria Street, Fleetwood, for £19 16s. 10d., July 18th, and John D. Aaron, machinery dealer, Halifax, for £29. 11s. 11d., July 20th.

ON WHEEL MOVEMENTS.

The question whether the top of a wheel in motion moves faster than the bottom is often discussed by those inclined to technical investigation. An exchange answers an inquirer in the affirmative and offers the following demonstration of the fact: The top is moving in the direction of the wheel's motion of translation: the bottom is moving directly opposite. Here is a practical and easily understood demonstration of the fact. Take a wheel, or, if none be at hand, a half-crown; mark points at the top and at the bottom, and call these points A and B. Now make a mark at the starting point, directly beneath A and B (A at the top and B at the bottom) upon whatever surface the wheel is to be rolled over. Now roll the wheel or coin for one quarter of a revolution, which brings A and B upon the dividing line between what were the upper and lower portions of the wheel at the time it was started. It will then be seen that A and B move upon a radius equal to the diameter of the circle, and that by actual measurement A has moved a much greater distance and described a much longer curve than B, consequently it must have moved considerably faster. Both points, however, have described what are known as cycloidal curves. Now, if another quarter revolution be made, which will bring B to the spot occupied by A at the start (or at the top), it will be found that B has travelled the greater distance and described the longer curves. It is said that in instantaneous photographs of carriage wheels in rapid motion, the spokes at the upper part of the wheel are blurred and indistinct, while at the bottom they are plain and clear cut.

THE STANLEY CYCLE AND SEWING MACHINE SHOW.

As announced in our advertisement pages, the eighteenth annual Stanley Show, which will be held at the Agricultural Hall, Islington, from November 23rd to December 1st, inclusive, will not be confined to cycles as heretofore. The Committee of Management, we are told by Mr. E. A. Lamb, the secretary, have, at the request of several large agents, decided to devote a portion of the Hall for the exhibition of sewing machines. Applications for space should be made at once, as a large amount of the booking is already completed, and the entries close on November 1st.

As our readers well know, the "Stanley" is essentially a business show, attracting as it does cycle and sewing machine agents not only from all parts of the kingdom, but from almost all civilised countries. We hear that no expense will be spared in thoroughly advertising the exhibition and in consulting the interests of both exhibitors and visitors.

In our June number we announced the retirement of Mr. Sydney A. Bennett, who for some years occupied a leading position in the Singer Company, latterly taking charge of their trade in this country. During the past month he, it is alleged, attempted to murder a girl with whom he had been cohabiting, and then shot himself in the head. Now that the bullet has been extracted, he is expected shortly to figure in the police-court.

LONDON BROS. FOR BEDSTEADS.

HARFORD STREET, BIRMINGHAM.

Write for Lists.



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FENDERS, WOOD COAL VASES, &c.

STANLEY SHOW,

1894.

The 18th ANNUAL EXHIBITION

OF

Cycles, Cycle Accessories,

Cycle-making Machinery,

Photographic Appliances,

AND

SEWING MACHINES,

WILL BE HELD AT THE

ROYAL AGRICULTURAL HALL,

ISLINGTON, N.,

Nov. 23 to Dec. 1, 1894,

INCLUSIVE.

EIGHT DAYS AS USUAL.

Recognised by the Press, Public, Agents, Buyers, and Cyclists, all over the World, as

THE TRADE EXHIBITION

and promises this year to eclipse all previous STANLEY SHOWS.

The Committee have set apart the East End of the Main Gallery specially for the Exhibition of

SEWING MACHINES.

Applications for Space, which is limited, should be made at once, and all particulars to be had of

E. A. LAMB, Secretary,

57, CHANCERY LANE, W.C.

MECHANICAL & TECHNICAL

AN INSTRUCTIVE EXPERIMENT.

There were many strange things on exhibition at the World's Fair, and there was one in particular that seemed so impossible that many visitors would not believe in its reality, and came away with the impression that they had seen a clever feat of legerdemain, whereas the fact is it was a genuine natural phenomenon, which will doubtless be put to use in the arts. We refer to the experiment shown in the electrical building, where a bar of iron was raised to a welding heat by plunging it into a bucket of water, and perhaps an explanation of it would be interesting.

Most of our readers know that water is composed of two substances—oxygen and hydrogen—which are both gaseous when they exist separately, but which condense and produce that familiar liquid when they are united chemically. This may be proved by mixing one volume of oxygen with two volumes of hydrogen, and applying a light to the mixture. It explodes violently, and for this reason the experiment must be performed in a strong vessel. When proper precautions are taken it is found that there is nothing in the vessel after the explosion but water and steam. The original gases have entirely disappeared, and the new substance (*i.e.*, the water) does not bear the slightest resemblance to either of them.

The composition of water may also be proved by analysis. For example, if the two terminal wires of a galvanic battery be dipped into a glass of water it will be found that bubbles of gas are given off at the negative wire (*i.e.*, the one connected with the zinc end of the battery), and if these bubbles are collected they will be found to consist of hydrogen. If the positive wire is of platinum or gold, or some other non-oxidizable metal, bubbles of gas will appear there too, and upon collecting them we shall find that they consist of oxygen. (If the positive wire is copper the oxygen bubbles will not be obtained, for the oxygen will unite with the copper as fast as it is liberated, forming oxide of copper.)

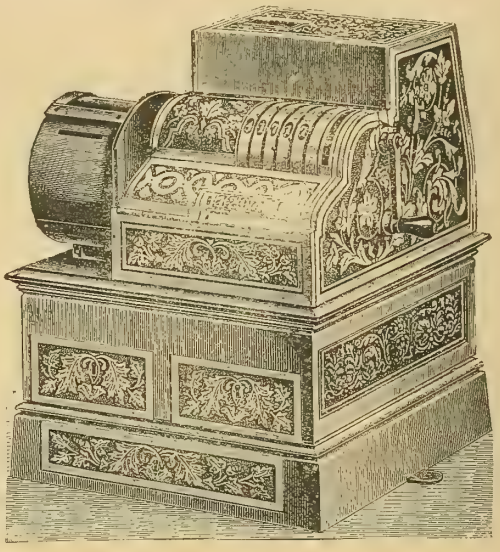
In the experiment referred to above, the bar of iron was connected to the negative pole of a powerful dynamo, the other pole of which was connected with the bucket or with a plate of copper in the bottom of it. The water in the bucket immediately began to decompose, and hydrogen was deposited all over the submerged surface of the iron bar. In a few moments the bar became covered with a film of hydrogen that protected it from contact with the water around it. If the dynamo were not very powerful the electric current would then cease to flow, because the continuity of the circuit was broken. But as the experiment was arranged at the Fair, the dynamo was so powerful that it overcame the great resistance of the film of hydrogen, and sent its current right through it. Now, it is a general fact that heat is produced wherever an electric current encounters a resistance, just as heat is produced in the bearings of an engine when the journal resists the motion of the shaft, owing to roughness or grit or bad alignment. Hence the electric current from the dynamo generated great heat in passing through the resistant film of hydrogen that was deposited on the surface of the iron bar, and the dynamo used in the experiment was so powerful that it could produce heat enough to make the bar white hot in a few moments. The water did not quench the bar, because the hydrogen film prevented the two from coming into actual contact with each other.

It was a remarkable and instructive experiment, and will never be forgotten by those who saw it performed.

CALCULATING CHECK TILL.

A few months ago we gave in these columns particulars of the Brunsviga Calculating Machine, made by Messrs. Grimme, Natalis, & Co., the well-known sewing machine manufacturers. This firm's London wholesale agent, Mr. Charles Bradbury, of 249, High Holborn, W.C., has recently shown us a new invention which they are making, viz., a Calculating Check Till, as illustrated.

This apparatus is aptly termed the "Securitas," for not only does the money pass into a drawer to which only the principal has access, but each customer can see his identical coin in the drum of the machine as it slowly falls into the upper drawer; further, the amount of his purchase is displayed by the machine. Lastly, the machine adds every successive farthing put into it, and at any moment the total contents can be ascertained. We might add that the lower drawer (which is self-acting) is provided for change, and that the mechanism can be secured against interference during absence; also, that a moving scroll is provided for notes if required.



It is clear from the foregoing that the "Securitas" possesses advantages over existing machines from the average shopkeeper's point of view, and we can answer for its being durable, moderate in price, and elegant in appearance. Mr. Bradbury will be pleased, we understand, to appoint good buying agents, or to forward full details and make arrangements for showing the machine to any of our readers who care to interest themselves in this new and progressive branch of commerce.

JOTTINGS

Messrs. Brown & Charters, drapers, Whithorn, N.B., have added the sale of cycle and sewing machines to their regular business.

* * *

The drapery and sewing machine business formerly carried on by Mrs. Latham at 43, Whalley Range, Blackburn, is now owned by Mr. A. W. Dawson.

* * *

A correspondent of the *Mechanical World*, in England, claims that the American machine-made watches are much better than either English or Swiss watches at the same price.

* * *

Last month there was laid to rest Mr. Peter Esslemont, of Aberdeen, a well-known draper and dealer in sewing machines. Starting life as a draper's assistant, he worked his way up to a position of renown, and at one time was a M.P.

* * *

The Wheeler & Wilson Manufacturing Company have not yet closed their Queen Victoria Street premises; but during the present month they expect to remove to their two new premises, viz., 128, Cheapside, and 5, 6, 7, 8, 9, 10, and 11, Paul Street, Finsbury, E.C.

* * *

A subscriber to the *American Mail and Export Journal*, residing at Guadalajara, Mexico, requests in the columns of that journal catalogues and prices of machinery for making knit goods. Replies will be forwarded to this gentleman if addressed care of *The Mail*, 126, Duane Street, New York.

GEO. TOWNSEND & CO.,
SEWING MACHINE
NEEDLE MANUFACTURERS,
GIVRY WORKS, REDDITCH,

Advise the TRADE that they Manufacture none but first quality needles for every description of work. Buy no others but those bearing our TRADE mark, a WHITE ring on BLUE shank. *None genuine but our make.* A quantity of Shuttles and Fittings in Stock at PRESENT DAY prices.

London Agent: J. P. ALLEN, 12, WALBROOK, E.C.
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NEW AGENCY TERMS—DEALERS PLEASE WRITE.



IF YOU WANT TO SEW

ANYTHING,
ANYWHERE,
ANY SHAPE,
ANY TIME,

THE "NO. 9" IS EVER READY TO DO IT.

It took the GRAND PRIZE at Paris, 1889, over the leading machines of the world as the most advanced sewing machine mechanism.

The rotary principle is the true one and wins every time.

Agents wanted wherever not represented. Address for terms,

WHEELER & WILSON MFG. CO.,

21, Queen Victoria Street, London E.C.

THE AMERICAN COUNTRY MACHINE AGENT.

Owing to the immense size of the country and the ramifications of the canvassing trade, the American sewing machine agent meets with experiences absolutely unknown in the United Kingdom. This is well shown in a letter, which we give at foot, in the last number of the New York *Sewing Machine Times*. Our readers will note that the American sewing machine canvasser appears to be without much honour in his own country :—

I want to present to the readers of *Sewing Machine Times* a picture of the country agent as he goes his weary way from early morn to late at night. This is a feature of the trade that is less often mentioned in print than some of the more attractive ones, but one quite as worthy of attention, and I can best do this by giving my own experience. It's lots of difference from being a city agent, because I used to put on city airs. Now I am a full-fledged granger, and the wind whistles through my whiskers as I pen this letter.

In the city you have your ups and downs, but when night comes you are with wife and little ones, if you have them, but how is it in the country? Oh, what a difference in the morning, as the bedbug escapes after having a night's reverie at your expense, or you are awakened by a dull thud, as a nice plump one tumbles off onto the floor. You start out with a machine on your waggon and get back that night—or in a week—just as luck will have it. Well, now, the thing I want to write is my own experience, of which I will give a chapter.

I had just received a letter from the manager in regard to a man wishing to work for the company, and that he wished me to see the man at once. Well, it was nothing but go, and so I started. I left that evening at four o'clock with a machine on my waggon, on my trip of thirty miles. It was a new country to me, and of course I did not know where night would catch me, but I plodded onward, and as darkness overtook me I began to look for a stopping-place.

"Hello, there, can't you let a fellow stay at your house all night?"

"Wall, I don't know about that."

And as he meandered out and eyed the outfit, and saw that I was a machine agent, then he shook his tangled locks and said :—"No, I can't keep you. Their ole gal an' 'ther baby are sick. I can't keep yer."

Well, after pleading with him, but in vain, I was told that I might get a chance to stop up further. "How much further?" I asked. "Oh, about ther rise of three miles," and that meant four. I looked at my jaded horse and then at my watch—8.30 p.m., pulled down my hat, set my teeth, and cursed under my breath. Sand knee deep, out in a strange country, and the night before me. But go it, Brother Bill, and we moved up on our journey. Well, after some time I got a place, and after some big talking on my part I got to stay with his nibs. And such a stay. Well, it was 11 o'clock when I looked over the bill of fare and saw on it: White meat (bacon), corn bread and sop. Great Scott, what a change and a variety I had. "Just help yerself, stranger." Oh yes, don't worry about us sewing machine agents, we will get there. But that was tough. However, I waded into it and lay in a store, with wheat coffee, with 'lasses to season it, and no milk. As I sat there partaking of my evening meal I thought of that chronic kicker and wished him in my place. But such is life. "Now, stranger, when yer want to turn, thar's yer bed," and he showed me into a room two by four; I went in but had to back out to turn around. As I lay at midnight gazing out through the shingles at the blinking stars I thought of "home, sweet home," and wished I was there. I took an invoice of the room, and this is what it had: One chair, one bedstead, one old army musket, and one lone water-melon. There was one window, but that was made of boards, and as it was then raining, I had to shut it up, and almost smothered. Some time in the night I must had the nightmare, for that water-melon was done clean gone, and of course I didn't do it. But as I was awakened early in the morning by Sol's screeching voice singing Annie Rooney, I felt somewhat refreshed. The breakfast was somewhat better, as we had an addition, and that was cabbage. But it's all over now. I took my departure from my host and was again on my way rejoicing.

I was right amused. I met an old man and he mistook me for some one of his friends. "Well, I declare, Frank, yer ain't got down ter sellin' sheens, has yer?" I told him yes, and went on. Some people think it is a terrible thing ter sell sheens.

I still had my machine on, and as I was nearing my destination I began to be getting anxious, but it was not long before I had a prospective customer, and after a little talking I had it sold.

I got to my destination at noon that day, and put up for dinner, and here I saw something that I had never before set eyes onto. It was a round dining table—in fact two tables, one above the other—our plates on the under one and what we were to eat on the other one. It was a wheel of chance, and as it come around you helped yourself ter tallar, 'lasses, corn bread, white meat or sop. Well, I was with this, like the Irishman was with the candle snuffers—it was a nate invention, indade. It saved a waiter and reaching your arms after things.

I saw my man, got him on a contract and put him to work, and the next morning I was up at 3 a.m., and on my way home. But as the day was terribly hot, I was not able to reach home before night, and I took dinner out. I stopped at the place and did not have any trouble in getting dinner, and it was a very good one, considering a chicken lost its life by my stopping. But Bill, he run the chicken into the kitchen, and it wa'nt no time before it was on the table ready for eating. Now, you may think this is a rather tame letter, and that you don't see any hardships in it. There ain't much, but they are coming,

TAR HEEL 2D.

Truth says :—I have received in my time some queer epistles, but few more funny than the enclosed, lately addressed to a firm at Liverpool by a customer. Not the least ludicrous point in this composition is the use of the phrase, "Your respectful servant." If this is the language of a respectful servant, what is to be expected from a master?—"B——, 24th February, 1893. Gentlemen. Wherefore have you not sent me the sope. His it bekawse you think my money is not so good as nobody elses. D—— your —— Co wherefore have you not sent the sope. Please send sope at once and oblige your respectful servant Richard Jones. P.S. Since writing the above my wife has found the sope under the counter."



LOOK! Agents wanted to introduce reliable cycles at popular prices on the easy-payment system. Dunlop Pneumatic Safeties from £10 10s. Handsome commission paid immediately the order is accepted. No further trouble; no risk.—Address, Manager, Ivanhoe Cycle Works, Castle Cary, Bath.

TRAVELLER WANTED to appoint Purchasing Agents for the Ideal Knitter, the most wonderful invention in Knitting Machines before the Trade. Only serious men holding other first-rate representations need apply.—Address, G. Stibbe, 25, Jamaica Street, Glasgow.

ST. GEORGE'S CYCLE COMPANY, 298, Upper Street, N., the Cheapest and Best house for cycles, cycle fittings, accessories, lamps, bells, saddles, &c., tyres of all kinds, pram. tyres, cement, and pram. fittings. Send for our 1894 List which is now ready, and will be found the most complete and useful in the trade. All repairs, nickel-plating, and stove-enamelling executed with despatch. Our new rubber mud-guard and toe-clip for rubber pedals was the novelty of the National Show.

THE IDEAL KNITTER.—The Machine, at last, which will give you No Trouble (see advertisement elsewhere). A few Sole Agencies still open where not represented.—Write at once, G. Stibbe, Glasgow.

CYCLES.—Write the Victoria Manufacturing Company for Illustrated Catalogue and Terms. You will find it to your advantage. Accessories and Repairs at keenest prices. Agents wanted everywhere.—78 to 82, Hanover Street, and 71, Cathedral Street, Glasgow.

TRAVELLER WANTED for the United Kingdom, to represent a wholesale firm of Sewing Machine and Cycle Manufacturers —Address, stating salary, reference, and experience, S., c/o *Sewing Machine Gazette* Office.

WANTED, a thoroughly experienced Sewing Machine MECHANIC, to take charge of repairing shop. Must have experience of Singers' Sewing Machines, with all kinds of power. Permanent situation to a good man.—"Mechanic," *Sewing Machine Gazette* Office.

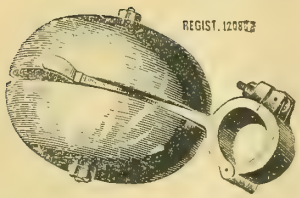
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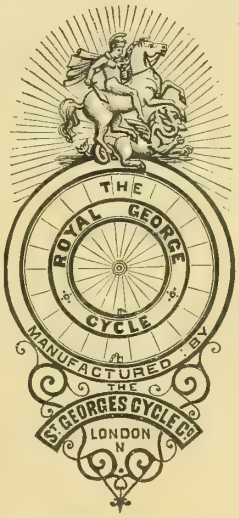
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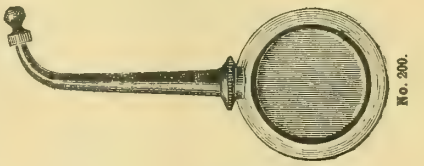
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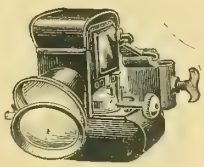


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JOHN GOUGH & CO.,

WHOLESALE MANUFACTURERS,

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PATENT RUN-STRAIGHT BASSINETTES.

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CLEVELAND AMERICAN ORGANS.

MEISSLER & ALBERT BROWNE PIANOFORTES.

FULL LISTS ON APPLICATION.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

13,296. H. Tretman, for improvements in goffering or creasing machines.

13,449. W. Andrew, for improvements in and relating to perambulators.

13,525. W. Ross, for improvements in sewing machine attachments for button-hole working.

13,668. W. E. San Garde, for sewing and other machinery to be used in compressing and sewing layers of jute and other braids for sandals, &c.

13,694. N. A. Newton, a communication from the Keats Maschinen Gesellschaft of Germany, for improvements in sewing machines.

13,962 W. Legge, for improvements in children's mail-carts and perambulators.

14,206. J. C. W. Stanley and W. W. Hughes, for improvements in covers for type writers, sewing machines, and the like.

14,225. W. Webster, for improvements in overhead sewing machines.

14,230. J. White, for improvement in feed mechanisms of sewing machines.

14,231. J. White, for improvement in spool holders for sewing machines.

14,250. H. F. Nason, for improvements in wax thread sewing machines.

14,348. A. Anderson, a communication from the Singer Manufacturing Co., of United States, for improvement in sewing machines.

14,438. A. Anderson, a communication from the Singer Manufacturing Co., of United States, for improvements in sewing machine shuttles.

14,439. A. Anderson, a communication from the Singer Manufacturing Co., of United States, for improvements in sewing machines.

14,480. J. White, for improvements in transmitters for sewing machines and the like.

14,517. H. J. Humphry, for certain improvements in children's mail-carts or carriages.

14,526. J. Nasch and W. Nasch, for improvements in sewing machines.

14,725. W. J. James and S. Clarke, for improvements in circular knitting machines.

15,278. H. Manning, for improved pocket lock-stitch sewing machine.

15,329. C. Ellsworth, for improved devices for locking or preventing perambulators, mail-carts, and the like running away.

Abstracts of Specifications Published.

Price 8d., postage 1d. each extra.

16,502. *Mail-carts and Bassinettes.* J. S. Hodgson, of Old Trafford, Manchester. Dated September 2nd, 1893.

The body of a child's mail-cart is provided with a detachable seat capable of being detached and reversed, or inverted and fixed in either position or entirely removed so as to form five distinct vehicles.

16,753. *Children's Mail carts.* W. Mason, of Birmingham. Dated September 6th, 1893.

Consists of improved means for locking the shafts in their extended position ready for use, and for allowing the shafts to be folded back when required, so as to occupy but little space.

19,616. *Perambulators.* W. H. Dunkley, of Birmingham. Dated October 18th, 1893.

Mail-carts are so constructed that they may be readily converted from a double-seated vehicle to a single-seated vehicle, and the same vehicle may also be arranged, by altering the position of certain of its parts, to form an extended flat surface upon which a child may be laid down.

19,629. *Sewing Machine.* G. Sawyer, a communication from the White Sewing Machine Company, of Cleveland, Ohio, U.S.A. Dated October 18th, 1893.

Relates to improved means or appliances for regulating and determining the tension of the thread from the head of a sewing machine, the tension being removable by the pressure foot left lever, in order that the thread may be readily drawn from the reel when a piece of work is completed, the tension not being otherwise affected, such as when the presser rises while seams or extra thickness of fabric are passing under it.

6,483. *Sewing Machines.* C. T. Neumann, of Dresdenerstrasse, Grossenhaw, Germany. Dated March 31st, 1894.

The slot in the needle-groove, which has hitherto usually been made to coincide with the centre of the needle, is now placed on one side of it, the surface towards the needle being rounded off.

10,937. *Sewing Machines.* H. J. Haddan, a communication from G. W. Baker, of Cleveland, Ohio, U.S.A. Dated June 5th, 1894.

Is a tension device for sewing machines, the combination with a section of the arm of the machine, and an inner tension disc or plate secured against the outer side of the lower portion of the casing, of a yielding lever located with the casing, and pivoted thereto at a point between its ends, another tension disc or plate adapted to co-operate with the inner disc, the outer disc being connected to the lower end of the pivoted lever by a pin passing through the inner disc, a cam located within the casing and engaging the upper end of the pivoted lever, a dial fixed to the outer face of the casing, and a finger piece connected to the cam for actuating it.

United States Patents.

Issued and Dated July 3rd, 1894.

522,210. H. A. Houseman, Philadelphia, Pa., circular knitting machine.

522,289. W. M. Cuthbert, Brooklyn, N.Y., sewing machine table.

Issued and Dated July 10th, 1894.

522,828. E. Cornely & R. Cornely, Paris, France, sewing machine.

522,928. F. R. Austin, Lynn, Mass, sewing machine for stitching and barring button-holes.

Issued and Dated July 17th, 1894.

523,111. J. L Eck, Reading, Pa., circular knitting machine.

Issued and Dated July 24th, 1894.

523,332. P Diehl, Elizabeth, N.J., oscillating hook for sewing machines.

523,333. P. Diehl, Elizabeth, N.J., oscillating hook for sewing machine.

523,334. P. Diehl, Elizabeth, N.J., loop taker for sewing machines.

523,361. F. Lichtfeldt, Milwaukee, Wis., sewing machine.

523,522. J. Haas, Eibenstock, and R. Lintz, Berlin, Germany, sewing machine.

523,589. H. F. Nason, Natick, sewing machine.



COWTAN BROS., Invalid Chair and Perambulator Smiths and Spring Makers, 84 and 86, Aldenham Street, Somers Town, London, solicit the favour of your inquiry for any description of Iron and Steel Work for Bath Chairs, Bassinettes, and Mail Cars. The newest designs and best workmanship at low prices for cash.

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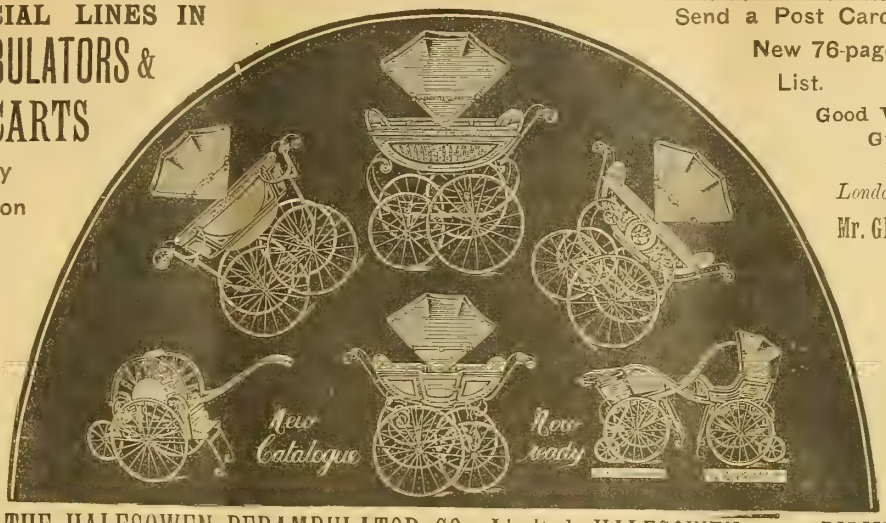
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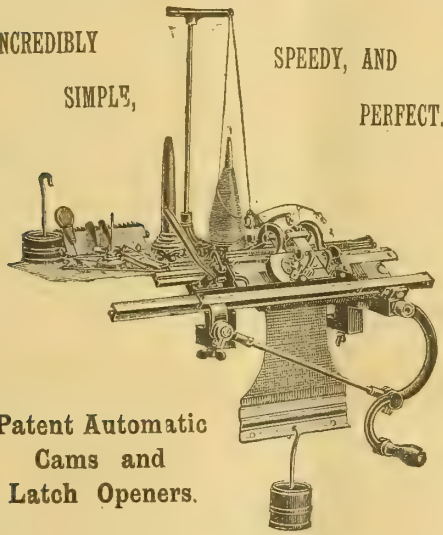
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NEEDLES.—Family and medium, 2s. per gross ; large quantities very cheap; Howe B, 3s. 6d. per gross. Every needle warranted perfect.—S. Cox & Co., Alcester.

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THE IDEAL KNITTER.—The Machine, at last, which will give you No Trouble (see advertisement elsewhere). A few Sole Agencies still open where not represented.—Write at once, G. Stibbe, Glasgow.

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TRAVELLER WANTED to appoint Purchasing Agents for the Ideal Knitter, the most wonderful invention in Knitting Machines before the Trade. Only serious men holding other first-rate representations need apply.—Address, G. Stibbe, 25, Jamaica Street, Glasgow.

OILS Our cash prices for finest Sewing Machine Oils are: —2 oz., 14s.; 3 oz., 16s. ; 4 oz., 18s. per gross, in panelled bottles. Oil guaranteed the best ; oils matched. Every kind of oil loose—Sewing Machine, 1s. 6d. per gallon ; Cycle Burning, 1s. 9d. per gallon ; Cycle Lubricating, 1s. 6d. per gallon, &c. Correspondence solicited.—Isaac Spencer & Co. (late Lady Bridge Oil Works), High Street, Hull.

(See page 26 for other advertisements.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

Subscription.—3s 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

THE HIRE TRADERS' GUIDE AND RECORD.

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In Writing to Us.—Please address all communications either "Publisher," or "Editor," at the address given below.

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List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

SEWELL & Co., Publishers.

28, 29, & 30, Paternoster Row,
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Editorial Notes.

Profit Sharing.

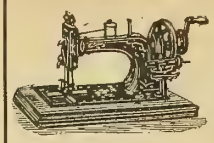
Since the recent Trades Union Congress carried by a large majority the proposal that all the means of production, distribution, and exchange should be owned "in common," we appear to be face to face with serious industrial troubles which will put quite in the shade all previous disputes. We do not wish to rank as alarmists nor to overrate the importance of the resolution of the Congress, but it is well to recognise that as the franchise now stands most of those present have votes, and if they only succeed in organising their fellow-workers to support their views they can assuredly completely swamp opposition from the rest of the community. The strength of the position of these "Socialists" or "Collectivists" is not only due to numbers, but also to an idea that the question so far as they are concerned is "heads we win, tails we can't lose." Not to go too deeply into this question, it is undoubted that the constant displacement of manual labour by machinery and the continuance of bad trade have brought about an amount of suffering which it is the duty of every statesman to try and remove. There has grown up of late a widespread feeling that the worker does not at the present time get his fair share of the results of his efforts. We believe that this is in the main a mistaken notion, but it exists and must be counted with. Strange to say, the trade unions appear to be bitterly antagonistic to any and every system of profit-sharing, or the extension of such a system would soon eradicate the idea that an employer is able to fix his scale of wages for labour independent of its real market value. The method adopted by the canvassing trade of paying a small salary and a commission on business done practically amounts to profit-sharing, but the whole subject is so interesting that we give elsewhere an article thereon.

Plate Licenses.

So many of our readers deal in jewellery, that we have always reported any important incidents in connection with Plate licenses. At the meeting of the Associated Chambers of Commerce last month, Mr. Skarratt (Worcester) moved, Alderman Brittain seconded, and it was carried :—

"That, in the opinion of this meeting, the time has arrived for the abolition of the licence at present required from retail dealers for selling gold and silver plate, the licence being an obstacle to the distributing power of the metal, especially of silver as a manufactured article, and thus helping the depression which exists in silver for want of a larger consumption of it, besides curtailing British labour in the manufacture of a great variety of silver articles that enterprise would invent for its use and adoption if free trade were established in its distribution."

It is interesting to note that the regular dealers are forming a Jewellers' Association, whose object is the retention of the existing plate licence. They fear, we presume, that the canvassing trade will profit the most from the abolition of the licence.



Section

THE ART AND FEATS OF MACHINE WORK.

By Lewis Lyons, in the *Tailor and Cutter.*

The descriptive account of what can be accomplished by the sewing machine, published in the *Tailor and Cutter*, by the editor, after his recent visit to Chicago, ought surely to arouse the spirit of enterprise among tailors at home. We have certainly been at fault and neglected our own interests in not recognising long before now the sewing machine as a scientific branch of the tailoring trade. It has, no doubt, been recognised as a very great aid in the product of garments. But as an instrument of art and science combined, we have so far failed to understand it, or apply it, to anything like the full extent of which it is capable. We must congratulate the editor for having so successfully directed attention to this subject. Now the sewing machine has been discovered, let us examine it and see what can be made of it for universal adoption. If I may here make a Bible quotation, I would say : "Take fast hold of instruction, let her not go ; keep her, for she is thy life."

While the introduction of machinery into the various industries has largely superseded hand labour, it has reduced its mechanical operations to a mere system. Everything done by the machine is in a uniform style, and that which is uniform is well. In this the tailoring trade is no exception, as, for a period of thirty years, the sewing machine has been a recognised aid in tailoring. Slowly, indeed, did it find its way into many good-class trades ; it is now an indispensable adjunct in all classes of trades. It began with plain sewing, and few dreamed of its ever getting beyond that. No one anticipated the sewing in of sleeves, or the working of buttonholes by the machine. Quite an evolution has taken place, both in the construction of the sewing machine and in what it can accomplish. It was this which first led to the introduction of the sub-division of labour, which is but in its infancy in tailoring ; and which will, doubtless, in time be introduced into high-class bespoke trades. More and better work could doubtless be produced under this system. In the pushing bespoke and ready-made trades, there are no less than nine sub-divisions, which is the keynote to the cheap trade, which at the present time is appalling the better-class trades. We might well read the old "saw" thus : "Competition is the mother of invention." It was "necessity," however, which led to the sub-division of labour in connection with the sewing machine. The monotony of doing one particular thing all day long led to a necessity for variation, so the machinist took up one piece of work after another which had previously been done by hand, which he found a success—not perfect at first, but experience has made well nigh perfect. So that there are few parts indeed of a garment to which the sewing machine may not be applied. This may not, indeed does not, apply at present to most bespoke trades, as they consider that for some seams of a coat to be turned out in good style hand-sewing is still a necessity. There can be little doubt, I think, that before very long, even in high-class trades, this necessity for hand-sewing will have ceased.

Here, then, has grown up amongst us an art, which even those engaged in it have hitherto failed to recognise in its beauty and magnificence. Many, it may be, will be unable to agree with me that machine work is an art, because hitherto it has been chiefly employed upon the cheaper class of goods. But those who entertain this idea may be assured that it is quite a mistake, as the sewing machine is very largely applied to the better class of goods, with very excellent results, the only difference being that high-class work on the better class of goods requires more care and attention. So far from the sewing machine having deteriorated the art of tailoring, it is just the reverse. It has materially reduced the cost of garments. The quality has not of necessity been deteriorated, and the more this new art of sewing is developed, and artistically applied, not only will garments become cheaper, but more excellent in

finish and artistic in appearance. Charles Kingsley, in his famous work, pronounced the clothes got up in his day under questionable conditions as "cheap and nasty," a phrase which took large hold upon the public. The conditions of to-day have been materially altered, and with our new Factory and Workshops' Acts will be still more improved. It does not follow now that because a garment is "cheap" it is "nasty." The material of cheap garments may be inferior in quality; but the machine work put into such a garment does not render the garment nasty, even though it is sold cheap. It must be admitted that not all the machine work put into such garments is artistic; but this is not the fault of the sewing machine, or any reason why its work should be under valued. Defective machine work is due only to incompetent machinists—those who have not acquired the art of turning out artistic work.

Let me illustrate by one or two cases of what I see daily. Give to any competent machinist a welt to put into the outside breast of a coat, stitched, bound or corded edge, and, without any basting whatever, you will have returned in less than seven minutes a complete and very nicely finished pocket—so smooth and perfect as to look as if it had been painted upon the forepart. It may, without fear, pass into the hand of an expert tailor for criticism. This is surely both a piece and a feat of art, the full significance of which has not yet been realised, either by employers or workmen.

One more illustration. Give to a skilful machinist—male or female—a morning or frock coat back, and back skirt lining, and it will be returned within ten minutes, completely finished, without any basting, whether the back have stitched, bound, or corded edge. As the hook of the back is included, the genius is found in its regularity and good shape. In subsequent articles I will give many more illustrations, these will suffice at present. I will show as I proceed how the work is performed, which may astonish many of your readers as to the possibilities of machine work. Very great advances have been made during recent years in scientific cutting by means of Cutting Academies and the trade press. Once the art of the sewing machine is accepted as a science, no difficulty will be found in its full development, and the proper training of machinists to turn out good, artistic, and beautiful work. The sewing machine with its various adaptations must be thoroughly understood, as it relates, for example, to different thicknesses of material. Why should not classes be formed for such instructions, or lessons given, the same as lessons are given in cutting? And why should not the art of machining find its place in our trade literature the same as cutting does? Are we not as a trade to blame for such neglect hitherto?

A notion prevails that the sewing machine is more fit for women than men. After twenty years as a machinist I must dissent from that notion.

(*To be continued.*)

BLOWS BELOW THE BELT.

Competition is desirable, in fact essential, to a vigorous, healthy trade. The day of successful "still hunts" for customers has gone. The canvasser, in retail, or the traveller, in wholesale lines, must be prepared to work in the light and to win in competition. The people who were waiting to seize the first sewing machine that should be offered to them have been supplied.

It is also too late a day to imagine that competition is baby play or a polite exchange of courtesies. Competition is war; it is a test of merit, of skill, knowledge, ingenuity, industry, and alertness. But competition is honourable, though it be war, if the warfare is conducted on the principles which are approved by the mercantile community. It is unfair, dishonourable, and criminal, when it departs from the legitimate standards of commercial integrity.

We are sorry to see occasional evidence of blows that are clearly below the line that marks honourable rivalry in trade.

We are quite aware that a salesman cannot show the superiority of his machine without contrasting it with others. And the same with the advantages that his company may be prepared to offer. We expect him to point out the cams, and levers, and springs that are weak, when he has stronger ones to offer. If this is done fairly and honestly no one is likely to complain, though they may be worsted.

What we want to condemn now is the practice reflecting on the rival's responsibility; of making statements or throwing out insinuations of financial embarassments. This practice is probably not very common, still it comes to our notice, and we want to protest against it. It is not fair, it is not just. It is unjust because the statements are based on a superficial knowledge of the facts. Any conclusions that may be drawn by others regarding an embarassed business must be very uncertain, and to use them to the disadvantage of a competitor is a great wrong. The impressions created by the statement that a competitor has failed or is going out of business may be correct, they may be erroneous. Whether correct or not the injury is done. This, we say, is unjust.

And even were the facts known, and a company was beyond doubt in financial straits, will any honourable, high-minded salesman dare to say that he will use such facts to influence trade? No! the men who do such work do it thoughtlessly or else very quietly. No manly man will own up to such meanness.

The lesson of the hour is economy, and it is a poor business management that does not learn that lesson and profit by it. Retrenchment is going on everywhere—not in the sewing machine trade alone. To a thoughtless mind such changes may appear to be evidence of weakness; the wise man knows better. Caution is a sign of strength rather than weakness; it will pull one through dull times when a reckless course would lead to disaster.

It is thought the volume of manufactures, the country over, is about one-half, or less, of what it was two years ago. The sewing machine trade is well on the safe side of that average, and that it is so is due to the conservative course that has been misinterpreted or misrepresented by the parties whom we are criticising.

Whether other companies are prosperous ought not to concern a salesman as much as the responsibility of his own customers. But, if he thinks it necessary to assail the credit of his competitors, let him confine himself to *known facts*. Rumours are quite apt to be lies, and even the man who would give a secret blow below the belt finds it impolitic to lie.—*Sewing Machine Times* of New York.

COMPENSATING TRAVELLERS.

I have thought some about the compensation of travellers, and cannot see that there is anything in that question but the element of human nature. To my blind eye it looks like the general problem of commission wages. The traveller is hired just as an indoor man is—to do certain work. If he has a fixed salary, as an honest man he faithfully performs what custom determines to be a fair amount of work. He will have a pride in seeing this work bring results.

Now, give this man a commission instead, and what are the influences that prompt him? Why, all that existed in the first place and an additional one—that of greater profit to himself. He will work harder to increase his gain. To increase *his* gain. He treats his employer honestly as before, or he is not an honest man, but he makes no extra effort for the employer. The extra work is for his own benefit alone. If the commission is based on sales he will make all the sales he can, and if allowed discretion in fixing prices he will naturally sell some at the lowest limit of price. Then there is a strong probability of all his sales getting down to the limit, as they can be more easily made there than at higher prices. He is working for himself, with no intention of wronging his employer, but, nevertheless, for himself.

Now change again, and base the commission on net profits. All the influences that operated before continue, except the inducement to cut prices. He is just as anxious to make a sale, but he has an additional incentive to make it a good rather than a poor sale. Now, isn't this a fair scheme to work on? Does it impose on either party? Does it not tend to benefit both? It is the fairest condition on which wages can be based in a strictly business view. Competition may drive employers to give greater inducements for trade, and a generous spirit may deal less strictly with the salesman, but for absolute fair play and justice there is no other way of determining wages.

In the case mentioned by Mr. Brown, to which reference has been made in your journal, I can see only the dollars and cents view. The salesman's interests were served by

getting better prices, and so he got them. He did not get them because he was in any way recognised as a factor of the business. He worked that way because that brought the best pay.

R. has a good idea—a sound one, based on human nature, but he is mistaken in identifying it with the kernel of this subject. Men are not machines, and any attempt to make them such lessens their value as salesmen. The traveller, of all *employes* in this business, needs be a man of that stamp which needs be treated as a man. You are on a good trail, Friend R., only remember that the traveller is a "hired man." Treat him as such—but as a manly man—if you want good work from him. This is my advice to employers.—Aud—r, in the *New York Sewing Machine Times.*

A NEW LINE FOR MACHINE DEALERS.

The Britannia Company, of Colchester, well-known to our readers at one time as sewing machine manufacturers, but the last eight or ten years as lathe and tool makers, have a speciality which they think our readers might sell with advantage. This novelty is the Britannia Domestic Oil Engine, which with a consumption of only one pint of oil per hour yields ¾-horse power, and the engine complete weighs 200 lbs., and costs but £30. The cheapest kind of paraffin or kerosine oil can be used, and the engine will run at full power within ten minutes.

The Britannia Domestic Oil Engine is suitable for driving almost any light machinery, and answers capitally for dynamos. The makers are prepared to offer handsome terms to agents.

DEATH OF MR. W. R. FISHER.

We regret to have to announce the death of William Richard Fisher, a well-known "Singer" man, although lately in business on his own account. The painful circumstances of his death are briefly as follows:—For some years past he has been suffering from a cardiac affection which rendered him susceptible to apoplexy under any abnormal excitement. On July 25th he was persuaded under advice to go for a pleasure trip in the North Sea, and being then in fairly good health no fears were entertained as to any possible ill effects from the voyage. A somewhat rough sea on the 27th July was encountered, and an attack of sea sickness ensued. The weak heart already referred to succumbed to the violence of the attack, and Mr. Fisher died before a return to shore was possible.

The deceased was forty-three years of age, born at the coastguard station, Portland, in 1851. His parents shortly afterwards removed to Grimsby, from which town, in 1865, he started for Manchester, and obtained an engagement with Messrs. Rylands, where he cemented many lifelong friendships. In 1874 he opened a small sewing machine shop in Salford, selling principally "Singer" machines. The Singer Company, after noting his successes as an independent agent, approached him in the following year with a view to securing his services as their direct representative, with the result that the Salford shop became the Singer Company's property, and Mr. Fisher joined the company at a small salary and commission. After six years of highly successful work an important vacancy was offered him, and the Singer Company showed their appreciation of his services by appointing him in 1881 as district manager for the West of England, and head of a large staff at Bristol. Here followed eight years of singularly active work. In 1887 it was Mr. Fisher's boast that he had hire accounts in one out of every twenty dwelling-houses in Bristol, and one in every thirty-nine houses in the entire West of England district. Besides abundant evidences of the esteem in which he was held by the Singer Company, it is interesting to know that he received many tokens by public presentation and private friendship of the regard in which he was held by his entire staff. In 1889 one of the most important agencies of the Singer Company fell vacant, and it was agreed on all hands that Mr. W. R. Fisher was the best man who could possibly be selected for the post of manager for the North of England. At Newcastle-on-Tyne, as at Salford and Bristol, he improved the receipts of the company by leaps and bounds. Unfortunately the great coal strike, as well as several other local labour disputes, made themselves felt in the sewing machine as in all other branches of trade in the North, and it was found impossible in the last one or two years for the same rate of progress which hitherto characterised Mr. Fisher's work, and he resigned his appointment about two years ago.

Quite recently he opened a business of his own in Grimsby, where in a few years time he would doubtless have had in his own hands the nucleus of a big sewing machine and cycle business rivalling in extent some of the important concerns of more venerable history.

In private life Mr. Fisher had the reputation of a particularly loveable disposition. He was attached to music, and was an omnivorous reader. In recent years considerable domestic misfortune had overtaken him, which saddened and aged him, but never embittered his views.

THE PROTECTION OF TRADE MARKS IN GERMANY.

TO THE EDITOR OF "THE SEWING MACHINE GAZETTE."

Sir,—A new law for the Registration and Protection of Trade Marks has been promulgated in Germany, and comes into force on the 1st October next. This law in its main provisions as to what constitutes a trade mark and is registerable as such conforms very nearly to the trade mark section of the English Patent Law of 1883. It also embodies provisions analagous to some in the Merchandise Marks Act of 1887, which traders who send goods into Germany would do well to make themselves acquainted with. Any person who knowingly or through gross carelessness applies the name or firm of another party, or a registered trade mark, is liable for damages, and further to a heavy fine or to six months' imprisonment. Any one who wrongfully applies a State Coat of Arms, or Coat of Arms of a district, or of a municipal or corporate body, for the purpose of creating confusion regarding the nature or value of the goods, or any person who offers for sale goods bearing such marks, will be punishable by fine or imprisonment. Foreign products which wrongfully bear the name and locality of a German firm, or a registered trade mark, on entering Germany as imports, or for transit, are liable to seizure by the Custom House authorities and confiscation. When an illegal mark on the goods cannot be removed the goods may be destroyed. Where German goods must bear a certain mark or signification on being imported into a foreign country, to indicate that they are of German origin, or if such goods are not so favourably treated at the Custom House in respect of the trade marks as the goods of other countries, the Federal Council is empowered to subject goods imported into Germany from such foreign countries to the same restrictions, and in case of violation thereof to seize and confiscate the goods. All trade marks at present registered in Germany must be re-registered under the new law within the next four years, *i.e.*, before the 1st October, 1898; there is no necessity, however, for any immediate action on the part of the proprietors of such marks, but at the same time no advantage is gained by postponing it.

Yours truly,

W. P. Thompson & Co., Patent Agents,

6, Bank Street, Manchester.

MR. SPENCER'S SIX-WHEEL PRAM.

The lady correspondent of the *Cardiff Evening Express* writes as follows:—A visit to Mr. A. W. Spencer's new premises in St. John's Square, Cardiff, was paid by me this week. I had been asked by a friend in the country to "interview" the nicest and newest perambulator for a newly-arrived son and heir. I was shown a great many, but the one that took my fancy most was one called the "Simcott," It appeared to me to be a very nice, well-finished, handsome mail-cart, but, hey presto! a spring was touched and the footboard flew up and turned it into a double perambulator! and then, like our friend, "O'Hooligan," at the theatre this week, it seemed to say, "They won't know me now," for a little panel slid out, and a cushion rose up and made it into a comfortable bed for an infant; and then Mr. Spencer showed me how the shafts, by turning a handle, turned back, and in some came off, thus taking up very little room in a hall. "A perfect perambulator," he said, "for any nursery, as long as there are not more than two babies at a time!" The prices seemed to me very moderate, from £2 10s. to £3 15s., or about. Then, as I was there, I looked at some sewing machines. The "Gloria" was one I had not seen before; beautifully got up, very noiseless, and with several new cunning little patents which facilitate and help the sewer. One very curious machine caught my eye. "What is that machine?" I asked, and was told it was for stitching boots. The boot was literally put on a long foot, and instead of the boot having to be twisted

and turned round and round, the needle arrangement dodged and twisted about into every necessary position, while the boot sat calmly looking on. There was a piece of leather half an inch thick in it, through which I sent the needle with as little exertion as if it had been linen. To revert to perambulators again, I saw some with six wheels. The small wheels are at a short distance from the ground when the perambulator is in a horizontal position: the carriage is thus capable of being wheeled on the centre or main pair of wheels, and, as the centre of gravity is above or near the central axle, but little exertion is necessary to keep it on this one pair of wheels, thus the steering is most readily effected. The perambulator, when in use, will run upon the central pair of wheels in combination with either the front or hind pair of auxiliary wheels, according to the position of the child or children, to which position the carriage will automatically adapt the running wheels, or the nurse may wheel it on the centre pair of wheels alone, and thus save labour. It will be seen that we gain all the advantages without the disadvantages of the four-wheeled perambulator. The children are equally as comfortable, and have as much room as in the previous style of carriages, and for the nurse it is a revolution in her favour, being so easily propelled and steered. Mr. Spencer's premises are very roomy and well fitted up, and I made quite an interesting visit.

THE SAINT SEWING MACHINE.

Our readers will be interested in knowing that the model of the sewing machine patented by Thomas Saint in 1790, and constructed by Mr. Newton Wilson, is now safely placed among the valuable collection of historic sewing machines at South Kensington, as explained below :—

[COPY.]

Science and Art Department,
South Kensington,
1st September, 1894

MADAM,—I have the honour to convey to you the thanks of the Lords of the Committee of Council on Education for the trouble which you have been so good as to take in connection with the delivery to this Department of the interesting reproduction of the "Saint" Sewing Machine of 1790, constructed by your brother the late Mr. Newton Wilson, and bequeathed by him to the South Kensington Museum.

I have the honour to be, Madam,
Your obedient servant,
A. J. R. TRENDELL.

Miss Wilson,
27, Hilldrop Road, Camden Road, N.

MACCHINE DA CUCIRE.

Bearing the above title (which is Italian for "sewing machine"), we have received a copy of a handbook written by Signor Alfredo Galassini, professor of mechanics of the Technical Institute of Torino, and published by Ulrico Hoepli, of Milan. It is excellently printed, consists of 250 pages, and contains about 100 illustrations. Its cost, too, is moderate, "lire 2.50"—say two shillings in English money.

This is, we believe, the first book on the sewing machine published in Italy, which, by the way, boasts only one sewing machine manufacturer, Signor Prinetti, of Milan. Not that Italy is far behind other countries as regards this class of literature, as we know of no handbook to the sewing machine in other countries than England, America, France, and Germany. Our own manual, that by Mr. J. W. Urquhart, was issued as far back as 1880, and so many changes have occurred since then that "Sewing Machinery" is now little more than ancient history.

We do not know anything of the antecedents of Signor Galassini, but judging from his little book he has not been practically engaged in the sewing machine trade, or if so has long since retired from the same. The natural result follows: the manual is very much behind the line of progress. The author appears to consider that the Wheeler & Wilson Company have not invented any machine since their No. 8 ; and as to Singers, well, he refers to their "Oscillator" but not to the "V.S." Then in his chapter on two-reel machines he only mentions that of Junker & Ruh, although a number of other machines have since been patented.

We observe that most of the departments in manufacturing in which the sewing machine is used, are referred to, including shoe repairing, where Bradbury's "Elastic" is described and illustrated ; also sack sewing, in which Laing, of Dundee, comes in for commendation. One of the most notable features in the book is the abnormal number of errors in spelling. We never remember to have met with such gross carelessness before. What do our readers think of such errors as this journal being called the "Sawing Machine Gazette," not to mention "Kilbow, Heberhing, Wheeler and Whilson, Dunhopp," &c. Numerous statistics of the trade are appended, but they are merely guesses and not worth quoting.

RECENT CHANGES IN THE TRADE.

COMMUNICATIONS FOR THIS COLUMN SOLICITED FROM ANY PERSON IN THE TRADE.

Aberdeen.—The Northern Cycle Manufacturing Company, of 166, King Street (Mr. J. McRae, manager), are now selling prams and sewing and washing machines.

Ballymena.—R. Allen & Son have ceased to stock mangles.

Bathgate.—A. Campbell & Co. have ceased to sell cycles.

Belfast.—Mr. John Stanard, ironmonger, 37, Church Lane, has given up the sale of mangles.

Bournemouth.—Mr. S. Smith, sewing machine dealer, has removed from 109, Wyndham Road, to 288, Holdenhurst Road.

Brighton.—Mr. Mace has removed from No. 10 to No. 21, George Street, Hove, which are larger premises, for his display of musical instruments, prams, and sewing and washing machines.

Carrick-on-Shannon.—Mr. James Kelly, Irish House, has given up the sale of prams, and now confines his attention to the drapery trade.

Castlebar.—Mr. Wynne, fancy dealer, has given up the sale of cycles and prams.

Clones.—Mr. W. Earls, general dealer, has given up the sale of sewing machines.

Cork.—Richard Perrot & Sons, hardware dealers, have given up the sale of cycles and mangles ; Mr. J. F. Murphy, of 32, George Street, has ceased to sell cycles ; T. Lyons & Co., Limited, the big drapers, now sell cycles in addition to prams and wringers.

Cowbridge.—The old-established ironmongery business, formerly known as W. Bird, is now carried on by Harold Bird & Co., who sell cycles, prams, and sewing and washing machines.

Dalbeattie.—Mr. James Paterson, draper, High Street, has given up the sale of sewing machines.

Dunfermline.—W. & J. McLaren & Co., drapers, Bridge Street, have given up the sale of sewing and washing machines.

Dundee.—Mr. W. H. Malcolm has gone out of the cycle trade ; so, too, has Mr. E. Anderson.

Dumfries.—Mr. W. T. Henderson has ceased to sell sewing machines, and is confining his attention entirely to the hosiery trade. Mr. James Wilson, ironmonger, 146, High Street, has given up the sale of sewing machines, but still stocks prams and wringers.

Edinboro'.—G. Cruttenden & Son have given up the sale of invalid furniture and prams but continue as house furnishers ; Mr. W. Jackson, sewing machine repairer, has left 285, Leith Walk ; W. Small & Son, outfitters, have ceased to sell prams.

Forfar.—Mr. James M. Arnot, ironmonger and dealer in prams and wringers, has removed from the Cross to Castle Street.

Glasgow.—Mr. D. Harrower now carries on the knitting machine agency formerly owned by Mr. A. R. Farm, but has ceased to sell sewing machines ; J. S. Spencer & Co., of Paisley Road, have ceased to sell cycles.

Gateshead.—Mr. Richard Spoors, dealer in mangles, &c., has left 24, Alfred Street.

Greenock.—Findlay & Co., ironmonger, 27, West Burn Street, have ceased to stock sewing machines, but continue to sell wringers.

Grimsby.—The cycle and domestic machinery store of W. R. Fisher & Son is closed, Mr. Fisher being deceased.

Holyhead.—Gunn Bros., drapers and sewing machine dealers, Commerce House, have closed their shop.

Hounslow.—Mr. W. Maslin, dealer in cycles and domestic machinery, has left this town.

Kelso.—Frazer & Wight, cabinet makers, Crawford Street, have ceased to stock prams.

Kilkenny.—Thos. Power & Sons, ironmongers, &c., High Street, now sell cycles, in addition to pianos, prams, and wringers.

Kingston.—Coal & Son, estate agents, have ceased to sell prams. and wringers.

Kinross.—The ironmongery and grocery business, formerly carried on by Roxburgh & Son, in High Street, is now owned by Mr. John Summers, who continues to sell wringers.

Kirriemuir.—Mr. R. Davie has succeeded to the cabinet-making business of the late Mr. McGlashan, and continues to sell pianos and prams.

Leigh.—Mr. Peter Jackson has closed his cycle and domestic machinery business in Bradshawgate.

Lesmahagow.—Mr. John Wilson, ironmonger, now sells sewing machines in addition to wringers.

Lisburn.—J. Donaghy & Sons, shoe manufacturers, do not now sell sewing machines.

Llandrindod Wells.—Mr. Rees Rickards, of 3, Station Crescent, is now selling cycles, as well as sewing machines.

Llandudno.—The ironmongery business formerly known as Edge & Fisher is now carried on by Mr. Ralph Fisher, who has given up the sale of cycles, but continues to sell prams and sewing and washing machines.

Lockerbie.—Mr. John Sanders now confines his business to general drapery, and does not sell sewing machines as formerly.

Lurgan.—Mr. John Gilchrist, draper, Market Street, has ceased to sell sewing machines. Mr. Charles Fleming, cycle dealer, &c., 14, High Street, has taken up the sale of prams and sewing machines.

Mansfield.—Through the decease of Mr. C. Caddy, his late business of a dealer in furniture, prams, and mangles has been ended.

Musselburgh.—Mr. J. Hurry, who a short time ago retailed cycles in White Hart Street, Dalkeith, is now in business in this town.

Neath.—Messrs. M. Power & Co., late dealers in cycles, domestic machinery, &c., of 216, High Street, Swansea, are now to be found at Car Grass House, Cadoxton, Neath.

Newry.—The business of drapers and sewing machine dealers, formerly carried on by A. Byrne & Co., in this town, has been closed.

Paisley.—Messrs. Munro & Paul, cycle dealers, have removed from High Street to Old Snedden, Paisley.

Pontypridd.—Mr. M. Keating, domestic machinery dealer, 5, Tyricu Street, has closed his premises.

Prestwich.—Mr. James Boyd, shoemaker and dealer in knitting and sewing machines, has started a cycle department.

Pwllheli.—Mr. J. E. Jones, draper, 76, High Street, has given up the sale of sewing machines.

Ramsey (I. of M.).—Mr. William Storey, cabinet-maker and dealer in prams and mangles, has added cycles to his stock.

Redhill.—A. E. Jones & Co., house furnishers and domestic machinery dealers, 3, London Road, have closed their shop.

Selkirk.—Mr. Wm. Scott, draper, 2, Castle Street, has ceased to sell sewing machines.

Shepherds Bush.—Mr. A. McFarlane, dealer in cycles and domestic machinery, has removed from 10 to 18, Askew Road, W.

St. Andrews.—Melville Fletcher & Son now confine their attention exclusively to musical instruments, having given up the sale of sewing machines.

Stamford Hill.—This morning the Reliance Machine Company, of Tottenham, opened a domestic machinery depot and pram factory at 114, High Road.

Swansea.—Mr. J. Bloom, house furnisher and dealer in prams and mangles, has closed his premises in High Street.

Tralee.—Mr. R. Cromer, jeweller, Castle Street, has given up the sale of cycles.

Turriff.—Imlach & Walker, house furnishers and dealers in prams and sewing and washing machines, have given up the sale of cycles.

Winchester.—Mr. Albert Parfitt, of 74, Parchment Street, has taken Mr. H. J. Leate into partnership, and as the latter is experienced in the saddlery and harness trade the firm will trade in that line as Parfitt & Leake, in addition to continuing the original domestic machinery business.

Wolverhampton.—Mr. Z. G. Rudelsheim, jeweller and dealer in furniture, prams, and wringers, late of Coleford, Glos, now occupies premises at 99a, Tettenhall Road, Wolverhampton.

MECHANICAL & TECHNICAL.

A NEGLECTED STUDY.

You would have to look carefully to find any branch of study that is of so great importance to every human being, and that is so sadly neglected, as natural philosophy.

Perhaps in the higher branches sufficient notice is taken of it in some cases, but why should it not be a common school-study as well as geography? Is it not of as great importance to know a little about the action, and the reasons of action, in nature before our eyes every day of our lives, as to know that the world is round, and that people have sailed round it? There are thousands of simple things taught by natural philosophy that can be made good use of by common people, and would be made good use of if they were only known.

Just imagine, or suppose, that fishes possessed human intelligence, and that for thousands of years and up to date, they were not aware that they were living in a fluid and under pressure; but this is exactly the case with millions of commonly considered intelligent people to-day. They do not know that they are living in an atmosphere of air in exactly the same way as a fish lives in his atmosphere of water, and under pressure as well.

When such a thing is known, as it should be, there is nothing mysterious in the action of a suction pump, and lots of other things, for a reasoning mind can easily find the cause.

There are a few fundamental principles which, if known, the reason for thousands of things, to a reasoning mind, becomes as "transparent as glass," and not only this, but very interesting.

I can find thousands of machinists, who are good workmen, but who know just as much of the laws of motion and force as they do of the inhabitants of the planets, although they have had what is called a common school education.

As you, Mr. Editor, have suggested, men who have lived long lives amongst machinery, it seems, should have found out something about power; but a workshop is, I think, the poorest place in the world to learn such things.

I think the workshop is the best place in the world to learn many things, but natural philosophy can be taught better in schools.

If natural philosophy was taught, as it should be, in common schools, I doubt very much if it would be necessary often to criticise perpetual motion inventors.

It is a lack of knowledge of natural philosophy that leads a person to undertake to produce a machine to actually make power out of nothing. If not, why should not a person undertake to produce a machine to make sugar out of nothing? There is too much of a literal meaning put to the word "make."

If you mean by the word "make," to actually create (which is one definition given by the dictionary), then you need to be very careful where you use it.

Machines do well when they alter the forms of material as they were planned to do; to expect a machine to create its own material to operate on is expecting too much. If all people were well acquainted with the laws of natural philosophy, a great many projectors of "wild cat" mechanical schemes would find it advisable to look for some other occupation, and many men would be left with more of their own money for their own uses than at present.

Perpetual motion machines, when called by that name, are at present at quite a discount; not because people generally know the reason for their failures, but because they know that such things *have been* failures, and that such schemes are risky. This prejudice does not stop at the perpetual motion inventor, but works about as well against the inventor with a really practical and valuable invention. It ought not to be necessary for people to govern their actions by prejudice, and it would not be necessary, in many cases, if the laws of natural philosophy were better known.

Perpetual motion inventors and perpetual motion frauds are now finding a satisfactory field to work in in electricity.

The frauds do not, of course, call their contrivances perpetual motion machines, but manage to find other names that have not been heard before, so they keep

clear of a large amount of prejudice, and with the mysterious electric current they pretend to work wonders.

Not long ago a party advertised stock in a company that pretended to own the most wonderful invention ever conceived. In answer to a letter of inquiry, intelligence was received that it was a scheme for magnifying power to *any* extent by the use of electricity, and that it was tried and proven to be a complete success.

Perpetual motion inventors have claimed a good deal when they claimed to produce a machine that would create power to run itself, but this new electrical fraud pretends thousand of times more than this. To make the matter more plain, the chief fraud pretends that each magnifying machine will multiply the power by four, and also that the machines are light, cheap, and not liable to get out of order. I think the chief projector does not quite understand his scheme, for in the same minute that he tells of being able to magnify power to *any* extent, he tells of moving from a building because he could not get steam power enough.

It seems to be evident that a door-bell battery and a few of these multiplying machines would give him all the power he could possibly want. This wonderful scheme did not originate in the wilds of Africa, but in this glorious country that we sometimes brag of, and it is now being operated in a city noted for the culture and general intelligence of its people.

If natural philosophy was better understood, I believe stock in such a humbug would sell very slowly. You cannot teach such things in workshops. Schools are the places to teach such things, and every person with a common-school education should be familiar with the laws of natural philosophy. Not familiar only with the language used in the text-books, but familiar with the principles which the text-books in their feeble way undertake to make plain.

I say feeble way, for a text-book, no matter how well composed, is a feeble way of teaching natural philosophy.

Schools should be provided with suitable contrivances for experiments in order to make things actually understood and interesting.

It is useless to reason with a perpetual motion inventor, for whoever saw one that was not wholly sure that his contrivance was a success? It seems to be a trait of human nature to lie and then swear to it. In a Western town, not long ago, a party claimed to have invented a certain three-ply water-wheel which was claimed to develop 300 per cent. of the power.

On their circular there were testimonials from the most influential men of the town,' which certified to the correctness of this assertion.

A certain very quick Eastern inventor has got to work in a very quick field, and this is a sample of his lightning-like work:

He has discovered that it is not necessary to keep an electric current strictly in attendance on one motor, but has found that he can switch it into a great many other motors, and then get it back to the first before it is missed.

He says that the first motor will run by momentum while the current is engaged somewhere else.

This is about the way things go without a knowledge of philosophy.

A Mechanic, in *American Machinist*
(reproduced in the *Sewing Machine Times* of New York).

ON PROFIT-SHARING.

British employers and *employes* entertain, Mr. Schloss explains in a report which is now receiving great publicity throughout the country, a considerable reluctance to accept as applicable to the organization of industry in this country a method of foreign invention. But the fact is that, though Leclaire, the Paris house-painter, is usually considered "the father of profit-sharing," it was really introduced by Lord Wallscourt, probably in 1829, and not later than 1832. The first writer to advocate the system was Babbage, and there have been far more profit-sharing experiments in the British Empire than in any other country. Mr. Schloss continues: "An examination of the details in relation to 51 cases in which the method of profit-sharing has been adopted by British employers, but is not now in force, suggests the conclusion that this system has not met with anything like universal success. It must, however, be borne in mind that the warmest advocate of the system would never maintain that profit-sharing is an absolute panacea against commercial disaster, nor are we asked to believe that, in all cases alike, the introduction of profit-sharing arrangements is invariably followed by an improvement in the industrial efficiency of the *employes*, and by an amelioration in the relations between employers and employed. Turning from the past to the present, we find from the particulars stated in regard to those British employers by whom profit-sharing is at present practised that this system is

OUR TRADE DIRECTORY.

SEWING MACHINES AND ACCESSORIES.

Machines à Coudre.

Baer & Rempel, Bielefeld, the Phœnix.
Bradbury & Co., Ltd., Wellington Works, Oldham, and branches.
Bradbury, C., 249A, High Holborn, London, W.C., Grimme, Natalis, & Co.'s machines.
Branston Two-reel Sewing Machine Co., 59, Holborn Viaduct, E.C., the Branston Two-reel machine.
Bishop's-Cluster Co., 147, Aldersgate Street, London, E.C., the Gloria machine and others.
Eclipse Machine Co., Oldham, Lancs., the Eclipse machine.
Jones Sewing Machine Co., Ltd., Guide Bridge, Jones' machines.
Kimball & Morton, Ltd., Bothwell Circus, Glasgow, the Lion machine and others.
Lohmann, C., Aldersgate Street, London, E.C., the Electra machine and others.
Murdoch, J. G. & Co., Ltd., 91, Farringdon Road, London, E.C., various machines.
National Sewing Machine Co., Fetter Lane, E.C., the National machine.
Nothmann, Gebr., Berlin. Agent: E. Rausnitz, 184, Aldersgate Street, E.C., the Nothmann.
Patent Button Hole Machine Co., 4, Newgate Street, London, E.C.
Pfaff, G. M. Agent: Wilhelm & Co., 132, Wool Exchange, London, the Pfaff.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C., the high arm Naumann machines and others.
Singer Manufacturing Co., 39, Foster Lane, London, and branches.
Gordon & Gotch, 15, Bride Street, London, E.C., the Domestic.
Two-reel Sewing Machine Co., Lim., Albion Street, Birmingham, Daniel Jones' Patent Two-reel machine.
Varley & Wolfenden, Keighley, Yorks, the Cyclops machine.
Vertical Feed Co., 24, Aldersgate Street, London, E.C., the Vertical Feed Machine.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.
White Sewing Machine Co., 48, Holborn Viaduct, E.C., the White machine.
Wheeler & Wilson Co., 21, Queen Victoria Street, E.C., the Wheeler and Wilson machine.
Webster, H., 442 & 444, Harrow Road, London, W., the New Home machine.
Zschwinzscher, G., 102, Fenchurch Street, E.C., Biesolt & Locke's machines.

MUSICAL INSTRUMENTS.

Bell, W. and Co., 95, New Bond Street, London, W.
Grover and Wood, 62, Glengall Road, London, S.E.
Lohmann, C., address given above.
Murdoch, J. G. and Co., Ltd. (automatic, etc.), do.
Peters and Co., do. 84, Oxford Street, London, W.
Whight, G. and Co., Regent Street.

KNITTING MACHINES.

Machines a Tricoter.

Biernatzki and Co., 44, Mansfield Road, Nottingham.
Eclipse Machine Co., Oldham.
Harrison Knitting Machine Co., Manchester.
Rothwell & Co., Lim., Bolton.
Stibbe, G., 25, Jamaica Street, Glasgow.

BEDSTEADS.

Atlas Bedstead Co., Bilston, Staffs.

WASHING AND WRINGING MACHINES.

Machines a Laver.

Acme Machine Co., Henrietta Street, Glasgow, rubber wringers.
American Wringer Co., 122, Southwark Street London, S.E., rubber wringers.
Cherry Tree Machine Co., Cherry Tree, Lancs., washers and mangles.
Kimball & Morton, Bothwell Circus, Glasgow, rubber wringers.
Taylor & Wilson, Atlas Works, Accrington.

BICYCLES.

Eclipse Machine Co., Oldham.
Oxford Cycle Co., Oxford.
St. George's Cycle Co. Upper Street, London, N.
Roberts, H. S., Deanshanger, Stony Stratford, Bucks.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C.
Victoria Manufacturing Co., 78, Hanover Street Glasgow.

being applied by 101 firms, employing between them a body of *employes* of which the aggregate number reaches a minimum of over 27,000, and attains in busy seasons to a maximum exceeding 29,000, and engaged in a wide range of business undertakings, carried on upon scales of various magnitude in different parts of the Empire. The ample details, which the courtesy of these employers has made it possible to furnish, constitute an amount of evidence in respect to the character of the different profit-sharing schemes now in force, and to the results which the operation of these schemes is found to produce, which will readily be admitted to be entitled to carry great weight." Mr. Schloss urges that the facts and opinions set forth prove that profit-sharing, in one or another of its numerous forms, is considered by practical men to increase the efficiency of *employes*, and to establish more harmonious relations between employers and employed. The great difficulty he sees to be the jealousy and hostility with which the majority of trade unions regard schemes of profit-sharing. "It will be perceived," he adds, "that many of the objections which have just been summarised have relation rather to the special features of particular schemes than to the profit-sharing system in general, and might, to a great extent at any rate, be avoided by suitable arrangements. On the other hand, some of the points raised by the trade unions have reference to features inherent in the profit-sharing method in all its forms. With the validity or the invalidity of objections such as these we are not now concerned. The important matter for our consideration is that these objections, whether valid or invalid, are entertained by organisations, in the face of whose opposition the general extension of this industrial method, at any rate in trades in which their influence is powerful, must prove fraught with no inconsiderable difficulty; and unless this difficulty can in some way be surmounted, the influence of the profit-sharing system as a means making for the promotion of industrial peace must necessarily possess a somewhat restricted character. At the same time, although profit-sharing may perhaps turn out to be a palliative applicable with good results only in certain industries and under certain circumstances, the notable measure of success with which the introduction of this system appears, in numerous instances, to have been attended, must be held to justify its claim to be esteemed well worthy of careful examination by those who desire to consider in what direction it may be possible to effect an improvement in the existing methods of industrial organisation. The materials for such an examination it is the object of the present report, so far as possible, to supply.

General Form for a Simple Profit-sharing Scheme; Cash Bonus.*

(1) *Method of Profit-sharing.*—From and after January 1st, ——, the surplus (if any) of the clear profits of the business beyond such definite sum as is for the time being reserved to the firm for their own benefit (hereinafter referred to as the "reserved limit") shall be divided into two equal parts, one thereof to be distributed gratuitously as a bonus to the *employe* in the manner defined by these rules, and the other to be retained by the firm.

(2) *The Reserved Limit.*—The present reserved limit† has been communicated confidentially to chartered accountant, and will not be altered for the first three years, if the scheme so long subsists. Thereafter it may be raised or reduced by the firm, but (unless altered during some month of January) not so as to affect the distribution of profits for the financial year current at the time of alteration. Notice of any alteration will be given to the *employes* in such manner as to let them know how far such alteration would have affected the last preceding distribution had it then been in force.

(3) *Accountant's Certificate.*—The accounts of the business will be audited each year by a chartered accountant, who will certify to the *employes* the bonus (if any) to which they are entitled.

(4) *Qualifications for Profit-sharing.*—The *employes* entitled to share in the profits for any financial year are such only as were employed at the commencement of such year, and have furnished a request to be entered on the list of profit-sharers. The acceptance of the terms herein offered is not to be in any way a condition of employment or of promotion. Profit-sharers will be free to become or remain members of any trade or friendly society.

(5) *Duration of Scheme.*—The scheme is to continue in force only until the firm give notice to the *employes* putting an end thereto, but such notice, unless given during some month of January, will not take effect until the end of the financial year current at the time it is given.

(6) *Method of Distribution.*—The *employes* share of profits accruing in each financial year is (subject as aftermentioned) to be distributed among them in proportion to their respective salaries or wages at the commencement of such year, taken for one week, exclusive of premiums, overtime, or other variable allowances. In making any year's distribution it shall be permissible to the firm to carry forward undivided to the credit of the following year's *employes* share of profits any sum which, if divided, would have given to them less than one week's wages, calculated as aforesaid.

(7) *Payment of Bonus.*—Each *employe's* bonus shall, within two months of the end of the financial year, be paid into his account at some savings bank, and will then become his absolute property.

(8) *Employes Leaving.*—An *employe* whose service ends by notice given on either side, by illness, or by death, will have a right to bonus for the financial year in which his service ends, in proportion to the portion of the year elapsed to the end of the month preceding the end of his service. Any *employe* leaving under circumstances other than before-mentioned shall lose such right. Any sum lost to an *employe* under this rule does not accrue to the firm, but goes wholly to increase the distribution to the other *employes*.

(9) *Proviso in Event of Damage.*—If an *employe* ceases to be in the service of the firm by reason of any wilful act or default on his part causing loss or damage to the firm, or is at the time indebted to the firm, his bonus shall be applied to making good such loss or damage or to payment of such debt.

(10) *Partnership not Conferred.*—The *employes* or any of them will have neither the rights nor liabilities of partnership; nor are they to intermeddle or be concerned in the management or the accounts of the business.

(11) *Alteration of Rules.*—Alterations or modifications of these rules, which experience may suggest as desirable, may from time to time be made by the firm; but such changes, unless made during some month of January, are not to take effect until the end of the financial year current at the time they are made.

(12) *Definitions.*—In these rules, words importing the masculine gender include also females: "Firm" includes the present members of the firm, as also any person or persons succeeding to the business; "business" means the business of the firm, whatever changes may take place in the nature or branches of such business or places where the same is carried on; "financial year" means the year from January 1 to January 1; "scheme" includes all relations between the firm and *employes* under these rules.

Dated this day of 18

(Signed)

* Reprinted from "Profit Sharing and the Labour Question," by T. W. Bushill.

† It is very desirable that some intimation of the possible benefit to the *employes* should be given when the scheme is introduced. A simple style of communication would be: "If the profits during the present year equal the average of the past three years, there would be a bonus equal to weeks' wages for each participant."

CANVASSER SENTENCED FOR CURIOUS THEFT.

At the South-Western Police Court, last week, Robert Roe, 42, a salesman, living at 1, Campana Road, Fulham, was charged with stealing a sewing machine, valued at £6, belonging to his employers, the Singer Manufacturing Company. The prisoner was employed by that firm at their depot in High Street, Wandsworth. He obtained a machine on the 14th September, representing that he had found a customer for it. He induced Mrs. Meadows, who resided at Putney, to take care of the machine for a few days, and subsequently sold it to James Lawrence, of 533, Fulham Road, for £2.—Detective Gough arrested the prisoner at his house at Fulham, he having left his employment unexpectedly. When told the charge he said, "I have been expecting you. I thought it would come to this."—In defence, the prisoner said he had no intention of stealing the machine. He was supposed to sell a certain number of machines, and if he failed to do this he would be discharged. He took the machine to dispose of it in the ordinary course.—Mr. Rose thought the case was a very bad one, and committed the prisoner for six weeks with hard labour.

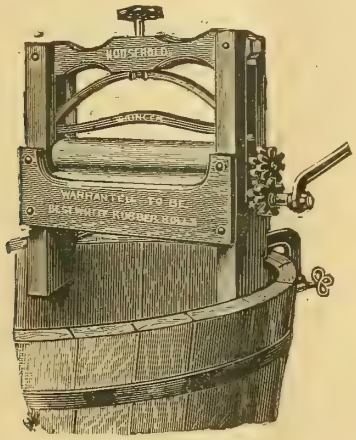
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

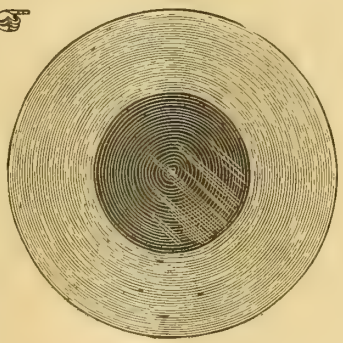
The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS?

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle. We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



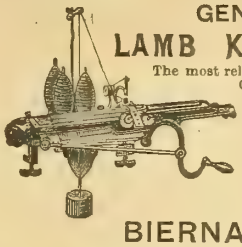
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

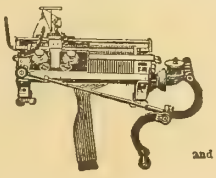
LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,
44, MANSFIELD ROAD, NOTTINGHAM.

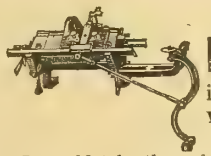


NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post.

TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 48, Upper Brook St., Manchester.



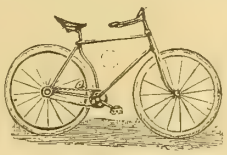
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

Miller & Co., of "Lito" lamp fame, have started to make cycle parts of every description.

The White Sewing Machine Company have taken up the agency for the Cleveland Machine Screw Company's cycle balls.

The exhibition ("Salon") of cycles to be held in Paris is now definitely fixed to open on December 5th, and to last a fortnight.

We understand that Mackintosh & Co. have not yet entered an appeal against the decision in the "Clincher" tyre case. It looks as though they intend to peacefully submit to the judgment.

Two new tyres have been patented. One of these was invented by Mr. W. H. Moss, cycle dealer, 161, Stratford Road, Manchester, and which is said to fit any rim, and the other is owned by Mr. A. McDougal.

Nearly all the space at the Stanley Show is now let, and among the exhibitors in the sewing machine section will be the Singer, Wheeler & Wilson, and the Vertical Feed Companies. Bradbury's will show in the cycle department.

Wood rims appear to be coming to the front. The Birch Pneumatic Tyre and Wood Rim Company have started business at 49, Aire Street, Leeds, to exploit a new kind of cycle wheel made of English ash. Wooden rims have already become popular in the States.

Although not yet on the market, it is stated that the new "Rudge" tandem tricycle is practically a safety tandem with two back wheels, and a balance gear plus axle bridge, and the necessary side struts. There seems to be something good in this notion. The great objection to tandem tricycles is their weight; get over this, and they should enjoy a great sale in the future.

Probably the worst trouble with cycles the past year was associated with the chain. The tendency to reduce

weight as much as possible has led to the production of too narrow chains, which will not bear the necessary strain. The chain makers, however, state that one cause of breakage is often to be found in the fact that the chain is too slack, and another in riders not keeping the links free from mud.

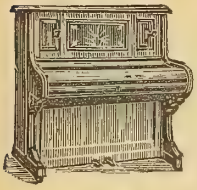
Messrs. Ronald Harrington and Arthur Anthony have started the manufacture of a novel cycle at Zoar Street, Wolverhampton. The framework and handle bars are to be of bamboo, and the lugs and joints of a new composition, and the rims of bamboo. Thus constructed, it is expected by the patentee that their machine will be built more quickly and cheaply, also cost less and ride more comfortably.

As showing how badly cycle companies have fared of late, we might state that the Coventry Machinists Company's £10 shares are now only worth £4 10s. The tyre companies are, naturally, in a worse plight. Here are a few examples; in each case the shares are £1 paid. The Sydney and the McDonald are each quoted at 1s. 9d., the Acme figure at 3s., the Grappler 4s. 6d., and the Preston-Davies rank highest at 5s.

The Cycle Agents' Union have now an office at 57, Chancery Lane, E.C. Some discussion has taken place the past month in the trade journals as to how the C.A.U. intend to discriminate between *bona-fide* and other cycle agents. It must not be forgotten, however, that the organisation is but a few weeks old, and that on the 28th November, at the Stanley Show, it intends to hold a meeting to discuss this and other important questions.

Professor Everett, in a paper read before the British Association, stated that he found that a pneumatic tyre yielded in the radial direction, and that its lateral yield was much less than that afforded by spring spokes. The spokes recommended consist of a small coil spring weighing ½ oz., attached to a light spoke wire. The connections of the ends of the spokes to both hub and rim, as well as that between spring and wire, to be of the hook and eye kind. The attachment at the rim is not at the centre, but at the side of the rim. Messrs. Hughes & Sons, of Wolverhampton, are making the Everett wheel.

One of the principal sensations of the month was the resolution to amalgamate the Rudge and Whitworth Companies, to be called the Rudge-Whitworth, Limited, with a capital of £200,000, half in £1 and the balance in £5 preference shares. At the Rudge Company's meeting to consider the proposal there was some opposition, but it was generally recognised that something was necessary to restore confidence in the concern, hence the proposal was agreed to practically unanimously. We might add that the Rudge £5 shares have of late only been valued at £3 10s., as compared with the Whitworth £1 which have figured at £1 17s. 6d. It is intended to allot to the Whitworth shareholders shares in the new company on the basis that their old shares are worth £1 11s. 3d.



Section

Many of our readers will now be considering the question of replenishing their stock of musical instruments in anticipation of the winter's trade; we shall, therefore, give a few details as to the best markets.

J. & J. Hopkinson have slightly improved their model pianettes, specially as regards the fitting of the iron frames, without adding to the cost.

The Karn organs are deservedly popular in this country, and in their showrooms in Newman Street, W., can be seen four new styles.

The Smith American Organ Company, of 84, Oxford Street, W., have a new illustrated catalogue which dealers can have post free on application.

Mr. J. Higham, of Strangeways, Manchester, is an actual manufacturer of brass instruments, and can give valuable advice to any of our readers who desire to cater for local bands, &c.

Messrs. Wilhelm & Co., of 132, Wool Exchange, E.C., in addition to acting as wholesale agents for the Pfaff sewing machine, are importers of a good make of piano, of which details can be had on application.

Messrs. Jas. Humphreys & Sons, of 35, Drummond Street, N.W., have a new catalogue, and are devoting special attention to some new artistic designs in reed organs of their own manufacture.

Messrs. Seidel & Naumann, of 23, Moor Lane, E.C., it should not be forgotten, are also able to supply dealers with not only a first-class make of piano, but also automatic organs and musical boxes in great variety.

Messrs. Bishop & Son, of Belmont, Chalk Farm, N.W., ranking, as they do, among the largest piano manufacturers in the country, have a new model, which they call the "Antwerp," and which they claim is one of the handsomest instruments ever designed. Its price, too, is moderate. Our readers can see its photo on application to the makers.

The Bell Organ Company, Limited, of 95, New Bond Street, are this year, as formerly, well ahead of their competitors as regards good sound organs of handsome design, but to sell at a popular price. It is remarkable what organs this Company supply to yield the usual profit, yet to sell as low as twenty guineas. For full details we must refer our readers to the catalogue. We must not forget the new Bell piano, which is priced to retail at forty guineas. It is really splendid value.

The Story & Clark Organ Company have now on show at their new premises, 53, City Road, E.C., a full range of their instruments, and as they boast of making not less than 500 styles, dealers cannot complain of not being given a choice. One of their latest styles is the "Creation," which is an organ constructed on entirely new principles, the principal feature being the adoption of a blast instead of suction as is usual. This company have also a new portable organ called the "Trunk," which is well adapted for open-air proceedings.

One of the best and most complete stocks in the country is well-known to be that of Messrs. J. G. Murdoch & Co., Limited. Their variety ranges from grand pianos to concertinas, and in qualities to suit all pockets. This year, as last, they are pushing the sale of automatic organs, two kinds of which are illustrated and described on another page. Dealers visiting town should not fail to inspect the huge stock kept at this firm's showrooms, 91 and 93, Farringdon Road, E.C., and others might with advantage apply for their catalogue.

Messrs. Henry Klein & Co., sole wholesale agents for H. Peters & Co., of Leipzig, are also to the fore with a choice selection of automatic instruments, all of which are described in their large illustrated catalogue, which can be had by our dealers on application. Several of this firm's old styles have been remodelled or improved, and among their latest novelties is Lindemann's "autoharp guitar," and a new piano player. The latter is calculated to create a stir in musical circles, as it can be retailed for less than two pounds. It is placed over the piano

GEO. TOWNSEND & CO.,
SEWING MACHINE
NEEDLE MANUFACTURERS,
GIVRY WORKS, REDDITCH,

Advise the TRADE that they Manufacture none but first quality needles for every description of work. Buy no others but those bearing our TRADE mark, a WHITE ring on BLUE shank. *None genuine but our make.* A quantity of Shuttles and Fittings in Stock at PRESENT DAY prices.

London Agent: J. P. ALLEN, 12, WALBROOK, E.C.
SEND FOR SAMPLES AND PRICES.

STANLEY SHOW,
1894.

The 18th ANNUAL EXHIBITION

OF

Cycles, Cycle Accessories,
Cycle-making Machinery,
Photographic Appliances,

AND

SEWING MACHINES,

WILL BE HELD AT THE

ROYAL AGRICULTURAL HALL,
ISLINGTON, N.,

Nov. 23 to Dec. 1, 1894,
INCLUSIVE.

EIGHT DAYS AS USUAL.

Recognised by the Press, Public, Agents, Buyers, and Cyclists, all over the World, as

THE TRADE EXHIBITION

and promises this year to eclipse all previous STANLEY SHOWS.

The Committee have set apart the East End of the Main Gallery specially for the Exhibition of

SEWING MACHINES.

THE SINGER, WHEELER & WILSON, and VERTICAL FEED SEWING MACHINE CO.'S have already booked space.

Applications for Space, which is limited, should be made at once, and all particulars to be had of

E. A. LAMB, Secretary,
57, CHANCERY LANE, W.C.

keys and worked like a typewriter. We might add that to produce the chords a small knob is depressed. This ingenious invention must be seen to be thoroughly appreciated.

JOTTINGS

Among their recent changes Singers have abolished Hanley as a district office.

An American system of Bad Debt Insurance is being introduced into this country. Policies, we understand, are not issued for less than £1,000, upon which amount the premium is £50.

During the past month a Cookery and Trade Exhibition has been held in Doncaster, at which Messrs. Parkin & Son had a fine display of Vertical Feed and Pfaff sewing machines.

The Berlin sewing machine dealers have decided in future to only charge £3 2s. for machines instead of £4 as formerly, also to allow no more than 2s. for old machines as compared with 10s. as heretofore.

The Direct Cash Trading Company, Limited, a new concern, with offices at 132, Queen Victoria Street, E.C., are extensively advertising that they are open to supply the public with any household requisites at an average discount of 20 per cent !

The chief offices and warehouses of the Wheeler and Wilson Company are now located at 5, 6, 7, 8, 9, 10, and 11, Paul Street, Finsbury, E.C. The company have so recently removed to these extensive premises that the whole of the departments are not yet in working order. By the time our next issue is due all is expected to be complete.

We are pleased to hear from Mr. Carl Petersen, trading as the Reliance Machine Company, 114, West Green Road, Tottenham, that his first year's business experience is very satisfactory. He has just taken additional premises at 114, High Street, Stamford Hill, not only as a domestic machinery store, but also as a perambulator factory.

The Cherry Tree Machine Company, Limited, are introducing a new form of mangle. It has a flat top and spiral springs, and is constructed of wrought iron, similar in appearance to the tubular design, which it slightly exceeds in weight, but is superior in strength. We understand that there is no increase in price for this durable and handsome design.

The Wheeler and Wilson Manufacturing Company only removed their new retail store to 128, Cheapside, E.C., last Saturday, and even yet it is not complete, so that we must defer full details until our next issue. We must say, however, that their new establishment promises, when complete, to be the largest and most handsome of its kind in the United Kingdom.

We referred last month to the death of Mr. Peter Esslemont, draper and sewing machine dealer, Aberdeen. A correspondent states that when made Provost he was expected, with the other magistrates, to attend church. Something, however, occurred to detain him ; and the congregation marvelled greatly when the minister gave out as his text : "Now there was no small stir what had become of Peter."

Messrs. Hastings, Limited, the well-known domestic machinery dealers and jewellers, of Queen's Parade, Clapham Junction, have added another shop, No. 24, to their original address, No. 25, and have thus doubled the size of their premises. In going over the two shops with Mr. John B. Allpass, we observed that the older address was still devoted to the display of sewing and washing machines, perambulators, clocks, &c., but next door, which has a separate entrance, was entirely allotted to the display of pianos and organs, among the former being a number of the "Spencer" make, and several of the latter being the famous Bell style. The whole of the two buildings are occupied by Messrs. Hastings, the upper floors being used as storerooms and offices. This firm always carry large stocks so as to give their customers a wide range for selection, and they are to be congratulated upon having secured two of the best built and most attractive and best situated shops in the metropolis.

The French appear to be moving on lines parallel to ourselves as regards marks of origin on imported goods. But they go one better by insisting that articles be marked with the country of origin, whereas we only insist on this if the goods bear marks calculated to lead the public to suppose that they are of home manufacture.

A COUNTY COURT JUDGMENT was on August 1st registered against Mr. Surplice, cycle and machine dealer, Old Christchurch Road, Bournemouth, for the sum of £10 1s.

A COUNTY COURT JUDGMENT.—A County Court Judgment was registered against J. P. Iley & Co, sewing machine dealers, St. James' Hall, West Hartlepool, on August 25th, for £16 12s. 6d.

Failures and Arrangements.

EMERSON & CO. (Newton Emerson), ironmonger, general merchant and dealer in cycles, perambulators, and wringing machines, 29, High Street, Portadown.

At a meeting of creditors held herein on August 27th an offer was made of 6s. in the pound, payable in four, eight, and twelve months, the last to be satisfactorily secured ; the debtor's brother to allow his claim to stand over until the other creditors were paid. Liabilities, £2,455 12s. ; assets, £683 9s. 5d.

CULLINGWORTH & CO. (W. F. Cullingworth & J. Morgan), ironmongers, tinners, and wringing machine dealers, 9, North Lane, Headingley, Leeds.

In the above bankruptcy Messrs. Summerscales & Sons, Keighley, are creditors for £12 2s. Liabilities, £133. Assets (after deducting preferential claims), £80.

HENRY REDGATE, factor and dealer in furniture, perambulators, sewing and wringing machines, and musical instruments, Butts Road, Walsall.

By a deed of arrangement filed herein on September 5th the debtor contracts to pay a composition of 7s. 6d. in the pound in one month from date of registration. Unsecured liabilities, £1,367 15s. 1d. ; secured creditors, £30 ; estimated net assets, £500. Among the creditors is Mr. R. Brooksbank, Keighley, for £20.

THE ATHLETIC AND GENERAL SUPPLY COMPANY, LIMITED, cycle and perambulator Dealers, Brompton Road, S.W.

The above concern has been wound up, and their large stock was sold by auction last week.

EVAN MORGANS, grocer, ironmonger, and dealer in perambulators and wringing machines, Cwmgorse Shop, Gwaencaegurwen.

In this bankruptcy the Midland Perambulator Company, Birmingham, are creditors for £10 6s. 6d. The liabilities are given at £1,934 10s. 9d., and assets (after deducting preferential claims) £611 13s. 11d.

WILLIAM THOMAS PARKER, house furnisher and dealer in perambulators and sewing and wringing machines, High Street, Longton.

A deed of arrangement was filed in the above on September 4th, whereby the creditors are to receive a composition of 11s. in the pound payable in four quarterly instalments of 2s. 6d., and one of 1s., the first four payments secured by a surety. Unsecured liabilities, £1,757 2s. 6d ; secured creditors, £740. Among the creditors are the following :—

	£	s.	d.
Humphrey, Keates, & Co., Birmingham ...	28	0	0
Moore, Murton, & Varley, Keighley	20	0	0
Smith, Marks, & Co.	18	0	0
Varley & Wolfenden	20	0	0

THE LEADING FAMILY SEWING MACHINE.

WHEELER & WILSON'S No. 9.

"A Thing of Beauty is a Joy for Ever."

THE BEST IN EVERY SENSE.

AGENTS WANTED WHERE NOT REPRE-SENTED.



WHEELER & WILSON,

Note the New Address:

Chief Offices : 5, 6, 7, 8, 9, 10, & 11, Paul St., Finsbury, London, E.C.

WALTER JAMES MATTHEWS, cycle manufacturer and dealer in perambulators and sewing and wringing machines, 5, Beaufoy Terrace, South Lambeth Road.

A deed of arrangement was filed in the above on August 22nd. Unsecured liabilities, £292 15s.; estimated net assets, £35.

HENDERSON & PATTERSON, ironmongers and dealers in perambulators and wringing machines, Stirling.

The above estate has been sequestrated. Liabilities, £4,561 9s.; assets, £2,745. Among the creditors are the following :—

	£	s.	d.
Humphry, Keates, & Co., Birmingham	10	6	3
McEwen & Co., Stirling	8	7	10
McFarlane, J. & A., Glasgow	21	11	6
Robertson, D. R., Kirkcaldy	5	17	2

HENRY WILLETTS ADSHEAD, house furnisher and dealer in perambulators, sewing and wringing machines, and musical instruments, High Street and Queen Street, West Bromwich.

By a deed of arrangement filed in the above on September 6th the creditors are to receive a composition of 12s. 6d. in the pound by five equal quarterly instalments. Unsecured liabilities, £1,346 7s. 5d.; estimated net assets, £1,150.

WILLIAM HENRY PINCOTT, perambulator dealer, 6, St. James Street, Brighton.

A receiving order was made in the above on September 3rd, and the debtor adjudicated bankrupt on September 11th. His examination takes place in the Brighton County Court on October 4th at 11 a.m. Liabilities, £226 12s. 6d.; assets, £136 13s. 7d. The following are the principal creditors :—

	£	s.	d.
Halesowen Pram Company, Birmingham ...	10	15	11
Hardstaff, T., Nottingham...	10	0	0
Harrop, John, Manchester...	12	10	0
Lines, G. & J., London	21	0	0
Luckett, T., Birmingham	10	5	7
Rothschild & Baker, Birmingham...	11	10	3
Simmons & Co., London	42	6	0
Webb, Miss, Cardiff	20	0	0
White Sewing Machine Company, London ...	10	0	0

TOM W. BUXTON, bath chair manufacturer and perambulator dealer, 150, West Street, Sheffield.

A deed of arrangement was filed herein on September 22nd. Liabilities, £573 8s. 4d.; estimated net assets, £162 5s.; secured creditors, £17 15s. The following are the principal creditors :—

	£	s.	d.
Andrew, J., Sheffield	14	0	0
Baker, G. H., Birmingham	110	0	0
Bankers' claims	124	0	0
Booker, W. H., Sheffield	12	0	0
Brassington & Cooke, Manchester	33	0	0
Campbell & Co., Manchester	19	0	0
Elste, Arno, & Co., Leipsic	20	0	0
Martin, J. W., Sheffield	47	0	0
Mole, J., High Wycombe...	38	0	0
Simmons & Co., London	18	0	0
Simpson, Fawcett, & Co., Leeds...	19	0	0
Wilson, Wm., Sheffield	20	0	0

ANDERS & SONS (Wm. Anders), dealers in furniture, perambulators, wringers, &c., 69 and 71, Junction Lane, Sutton, St. Helens.

A deed of arrangement was filed in the above on the 12th ult., whereby the debtor assigns his estate with a proviso that if he pays the trustee six monthly instalments of £10 each, commencing October 1st, and a further £15 a month from April 1st, 1895, until sufficient to pay creditors in full, the estate shall not be realised. Unsecured liabilities, £410 18s.; estimated net assets, £927. Among the creditors are the following :—

	£	s.	d.
Cherry Tree Machine Co., Blackburn	92	0	0
Kimball & Morton, Limited, Glasgow	15	0	0

EDMUND CLEGG, cycle dealer, &c., Market Hall, and 9, Sun Street Rochdale.

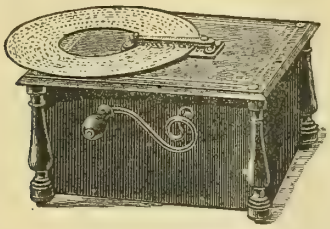
The above debtor, in his statement of affairs, ascribes his failure to bad trade, want of capital, and sickness of himself and family. The report of the Official Receiver is as follows :—

The bankrupt commenced business as a general dealer in the Market Hall, Rochdale, about April, 1887, with £4, which he borrowed from a friend. His stock-in-trade has consisted of cycles, sewing and knitting machines, violins, pianos, and sheet music. The debtor alleges that he first became aware that he was in financial difficulties about the commencement of June, 1894, and on the 15th of that month a private meeting of his creditors was held at the Crosby Hotel, Manchester, when a statement of his affairs was presented to the meeting. The statement showed the liabilities to be £324 7s. 11d., and the assets to be £155 12s. 2d. The debtor states that he offered a composition of 10s. in the pound, payable in three, six, and nine months, but this offer was refused by the creditors. This was done, however, they consenting to his executing a deed of assignment of the whole of his estate in favour of Mr. A. P. Smith, an accountant in Manchester, in trust for the creditors. This was done, but Mr. Smith states that he has not acted under the deed. Assuming that all his financial embarrassments had been drawn to a close by the deed of arrangement, the debtor embarked at Liverpool in the *Campania* (s) for America, on June 30th, 1894, on a trip, as he states, "for the benefit of his health." He arrived in New York on July 7th, 1894, and remained in that city until the 11th of the same month, when he returned to Liverpool, arriving at that port on July 18th. His holiday appears to have cost him about £13. He alleges that when he started out he had no money of his own, but that a friend lent him £8. He states that he earned several pounds, both on the outward journey and on the return journey, by playing selections of music on the violin, and that when he arrived in England he still had £6 left, which he paid to his friend. During his absence from this country, two companies who had supplied him with cycles joined in a petition to the Court praying for a receiving order to be made, on the ground that the debtor had committed an act of bankruptcy under section 4 of the Bankruptcy Act, 1883, by executing the before mentioned deed of assignment, and the Court accordingly made the order on the 25th ultimo, and subsequently adjudged the debtor bankrupt. The bankrupt has latterly been giving concerts in Rochdale and Rawtenstall for the purpose of assisting him in his difficulties, but these have proved to be a failure, and he has sustained a loss of £20 in consequence. The bankrupt accounts for his deficiency of £173 12s. 6d. as follows :—Bad debts as per schedule "I," £4 7s. 5d.; expenses incurred since the 27th July, 1893, other than usual trade expenses, viz., household expenses of self and wife and five children, £116 5s. 6d.; sickness, £20; accountant's and solicitor's expenses of private meeting of creditors, &c., £13 5s.; loss on concerts, £19 14s. 6d.; total, £173 12s. 6d. With the exception of the item of £13 5s., the charges for preparing the statement of affairs for, and convening and attending the private meeting of members, all the items are merely estimated amounts. According to the accounts he has now filed, there is a difference between the cost of his present stock-in-trade and the value of it. This item of £60 ought to have been brought into the above account. The debtor has kept a rough ledger, containing a record of the accounts owing by and due to him, but no cash book or any other books of account. He has no idea what his profits have amounted to during the last three years, but states that he has withdrawn about £130 a year from the business during the last three years for household and personal expenses, and this irrespective of the profits from the business. If this be so, he has been living at a rate exceeding his income. He thinks he was solvent three years ago, but is unable to show it.

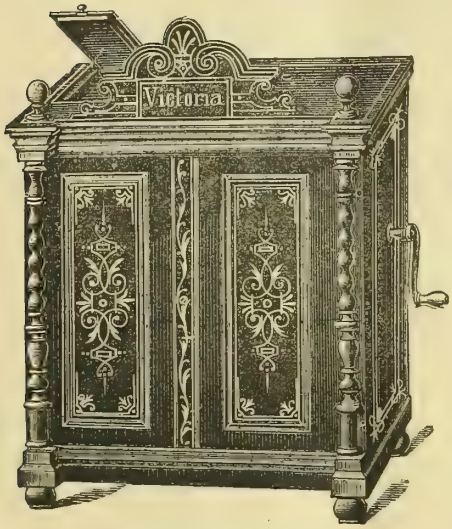
Subsequently, when publicly examined, the debtor stated that he used to work as a spinner; then for a time worked for a Mr. Beale, machine agent, leaving him to work for the Singer Manufacturing Company, and in 1887 started on his own account as a machine dealer. At first he kept no stock, merely ordering a single machine as required. The musical instrument department was afterwards added to his sewing machine business. The examination was then closed.

ST. GEORGE'S CYCLE COMPANY, 298, Upper Street, N., the Cheapest and Best house for cycles, cycle fittings, accessories, lamps, bells, saddles, &c., tyres of all kinds, pram. tyres, cement, and pram. fittings. Send for our 1894 List which is now ready, and will be found the most complete and useful in the trade. All repairs, nickel-plating, and stove-enamelling executed with despatch. Our new rubber mud-guard and toe-clip for rubber pedals was the novelty of the National Show.

TRAVELLER WANTED for the United Kingdom, to represent a wholesale firm of Sewing Machine and Cycle Manufacturers —Address, stating salary, reference, and experience, S., c/o *Sewing Machine Gazette* Office.



INTONA.



VICTORIA.

H. PETERS & Co.

Largest Stock and Variety of Mechanical Musical Instruments and Tunes for same.

Intonas, Ariosas, and Phœnix Victoria Orchestrionettes.

Autoharps, Aristons, Lyraphones.

Patent Piano Player on Autoharp Principle.

Symphonions and Polyphons.

Write at once for our

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FULL LISTS ON APPLICATION.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

15,583. R. Wallwork, for improvements in knitting machines.
15,813. F. A. Mills & J. Mundell, for improvements in sewing machines.
15,974. E. J. Humphry, for improvements in children's mail-carts or carriages.
16,048. J. Fletcher & C. Brown, for improvements in sewing machines.
16,288. W. E. Goodwin, for improved construction of joints for the folding shafts of handles of mail-carts, gigs, and like vehicles for children.
16,354. J. Knox, for improvements in sewing machine attachments.
16,385. J. Y. Johnson, a communication from the Wilcox & Gibbs Sewing Machine Company of United States, for improvements in thread-cutters for sewing machines.
16,488. J. A. Claringburn & A. Banks, for improvements in and applicable to knitting machines, and in the method of working the same.
16,527. A. Bucholz, for an appliance in sewing machines for simultaneously making and sewing on braids and edgings.
16,730. W. Bowden, for improvements in sewing machines.
16,780. H. G. Ashley, for improvements in sewing machines.
16,866. G. F. Sturgess, for improvements in and appertaining to knitting machines and methods of knitting.
17,201. J. Dowling, for a machine to imitate cording and stitching with or without inserted cords.
17,220. H. C. Sheldon & W. Lockwood, for improvements in or relating to embroidery machines.
17,240. R. Potter, for improvements in and in the method of producing gathered or plaited garments and goods.
17,267. G. Lacy, for an improved method of fastening instantly folding shafts of children's mail-carts.
17,540. L. D. Moyano, for improvements in the construction of perambulators.

Abstracts of Specifications Published.

(Price 8d. each.)

15,959. *Improvements in and connected with Button-hole Machinery.* V. Witte, 4, Newgate Street, London. Dated August 23rd, 1893.

This invention has reference to machines for cutting and sewing pear-shaped button-holes, and forming the terminal fastening known as a "bar-lock" stitch.

The material in which the button-hole is to be formed is placed in and held by a work-clamp, while the hole is cut by a mechanical cutting device. The machine can produce either a lock or a locker chain-stitch with two threads, or an ordinary chain-stitch with one thread, and after stitching around the edges of the button-hole the machine may be caused to produce a lock-stitch for the formation of the "bar lock."

14,433. *Straw Plait Sewing Machine.* G. Humphrey, 22, St. Peter's Street, St. Albans. Dated July 26th, 1893.

This invention consists in improvements in that kind of machine in which two parallel needles, one eye pointed and the other having a hook, form work together and co-operate with looping devices to form a stitch in which only a very small portion of the thread is visible on the outside of the work.

10,527. *Improvements in Sewing Machines.* W. L. Wise, a communication from R. Theiler, Lucerne. Dated May 30th, 1894.

This invention consists in an apparatus which can be readily applied to sewing machines for the purpose of automatically causing the machine to cease sewing on the completion of a seam containing a predetermined number of stitches.

United States Patents.

Issued and Dated August 7th, 1894.

524,063. K. S. Klogel, New York, N.Y. sewing machine.
524,090. T. Kundtz, Cleveland, Ohio, sewing machine cabinet.

Issued and Dated August 14th, 1894.

524,340. F. A. Mills, Philadelphia, Pa., wax thread heating device for sewing machines.
524,558. J. Ott, St. Louis, Mo., sewing machine.
524,559. J. Ott, sewing machine.

Issued and Dated August 21st, 1894.

524,739. W. S. Soule, Brockton, Mass., sewing machine attachment.
524,815. C. E. Wilkinson, New Haven, Conn., shuttle for sewing machines.

Issued and Dated August 28th, 1894.

524,996. E. B. Allen, Elizabeth, N.J., sewing machine.
525,042. S. Borton, Brooklyn, sewing machine.
525,043. S. Borton, thread cutter for sewing machine.
525,047. Z. T. French & W. C. Meyer, Boston, Mass., sewing machine.
525,091. W. R. Cartledge Guelph, Canada, knit fabric and method of and apparatus for producing same.
525,142. T. R. Fischer, Baltimore, Md., threader for sewing machine needles.
525,227. E. Murphy, New York, N.Y., sewing machine.



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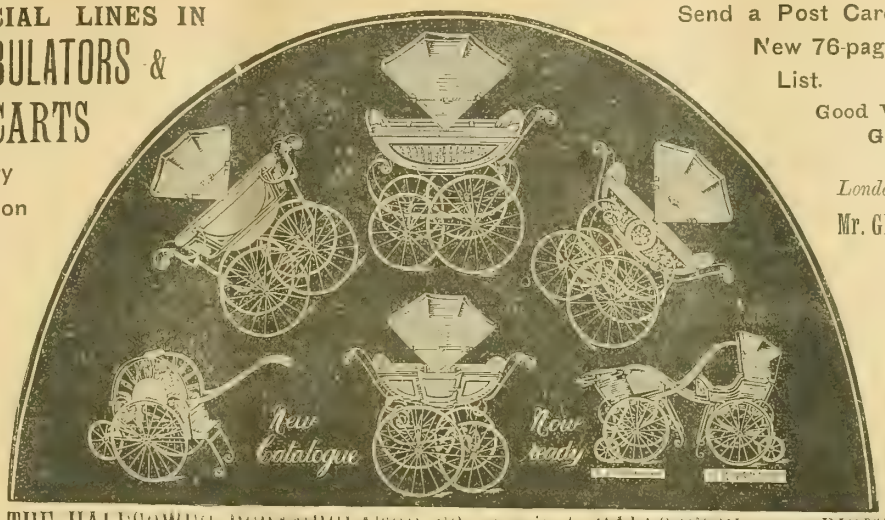
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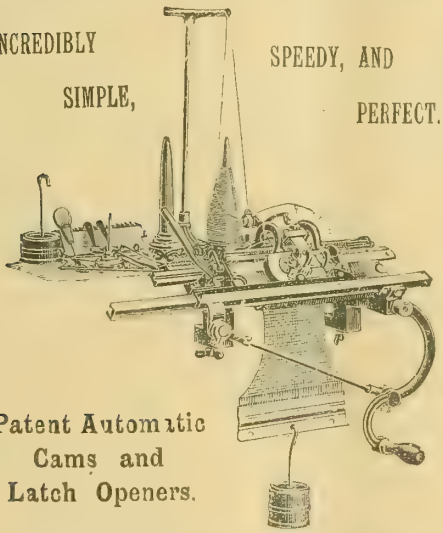
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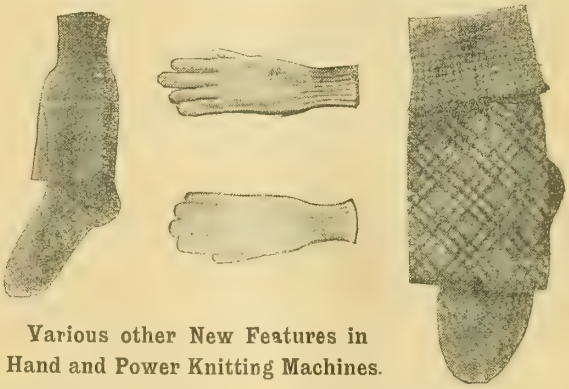
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(See page 26 for other advertisements.)

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Editorial Notes.

To Wholesale Firms.

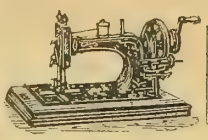
We desire to make an appeal to firms who supply articles to dealers which are let out on the hire system. The security under the hire system has been seriously impaired owing to the last decision in the Test Case of Helby *v.* Matthews. This case, having already been in three Courts, has been very costly, and it is absolutely necessary that it now be taken to the House of Lords. This means a further considerable cost—£600—and towards this only £400 has as yet been subscribed. This matter, we know, is not of such direct interest to wholesale as to retail firms, but anything which concerns the latter's security is of no small interest to the wholesaler.

Now we want to appeal to every wholesale firm to give a trifle to this Test Case Fund. There is not a single sewing, knitting, or washing machine manufacturer, nor a perambulator or cycle maker, who reads this article but could spare say half-a-guinea or a guinea if the credit of the retailers, who are his customers, was improved, and that is what the question really amounts to. As the decision now stands dealers all over the country are losing money daily, and will continue so to do unless Helby *v.* Matthews is upset in the House of Lords.

We therefore appeal to every wholesale firm to send a donation to the Test Case Fund of the Hire Traders' Protection Association at once, so that it can be included in the list of subscribers, which will be published on December 1st.

Biters Bit.

It is rather funny to read in the *Warehouseman and Draper* an objection to the competition of the stores. The sewing machine trade have for the last few years had to withstand the unfair competition of both stores and drapers—unfair because the sewing machine has been used by them not as an article of profit but as a "call-bird." It strikes us very much that for drapers to object to stores is very like the pot calling the kettle black, and we really have no sympathy for either party. Of the two, we think drapers are the most blameworthy, as they are able to give the greater publicity to the fact that they are open to supply the articles of other trades at cost price. Suppose the sewing machine trade were to treat the drapers' fancy goods in the same way as the drapery trade treats sewing machines, viz., sell them below the standard price, what would the drapers say? Why, we should be treated to a complaining paragraph in our worthy contemporary above-named like the stores have received, and although it might not disturb our rest it would not be pleasant reading. Let our contemporary tell the drapers that they do not act fairly to the sewing machine trade in selling these goods at a standard of profit lower than the regular trade can subsist upon, and appeal to the sense of honour of the draper to desist from so doing.



Section

SOME OF THE MISTAKES WE MAKE.

By A. V. Eteran.*

The young fellow who is just learning the business is the one who longs to meet a rival representative of some prominent sewing machine, feeling fully assured that he can vanquish him on the spot. Considering the confidence he has in his machine and his ignorance of all other machines, it is not strange that he desires a competition in order to show the rest of the boys what he can do. He has heard the old members of the profession telling how easy they have "done up" every one with whom they ever had a competition, and from their uniform success and their nonchalant way of telling about it, he imagines that it will be an easy task to accomplish.

His anxiety to show his abilities leads him into many questionable and unnecessary situations in order to get a chance at them. Frequently he follows the delivery wagons of the rival concern until he is completely worn out, only to find them delivering machines to people who have already bought or who will not take another machine on trial. In his efforts to get into a competition he loses much time, which, if used in canvassing, would probably have put him in possession of several good orders of his own. At last his search is rewarded, and he finds a place where two or three machines are on trial with a lady who says that she wants to buy the best machine in the market. She is just the person he has been looking for, and he confidently assures her that he has the sewing machine that will leave the others in the shade. She very graciously gives him permission to put in a machine on trial, and he hurries back to the office to put in an order for a machine "to go out the first thing after dinner."

The machine goes out in the afternoon, and he goes with it. In his anxiety to make an impression he tries to show up the machine, but being only slightly acquainted with the attachments or the manner of operating them, he succeeds in making a failure out of everything that he attempts to show up. He wonders at his stupidity, for he has seen others working them, and it did not appear to be any trouble at all, but now he has demonstrated to himself and the customer that it takes an expert to operate his machine, and that the mottoes about simplicity and all that are out of place. Next day the teacher is sent around to show the lady what the machine will do, and to apologise for the ignorance of the man who has the assurance to hunt up a competition without being able to enter intelligently into it. The teacher gives the ordinary lesson, and the lady promises to give the machine a trial, after which she will decide whether or not it is in any way superior to the other machines that she has already tried. Meantime the canvasser is depending upon the teacher to take care of his interests, and imagining that the other fellows are also waiting for the lady to make up her mind. In a week or two he calls again, and finds that the lady has bought one of the other machines, and he has had all his trouble and a defeat for nothing. Now the other fellow has something to brag about, and he relates to his friends how that "greener" tried to sell the lady a machine, but when she came to compare the work of the two machines she soon saw which was the best, and he made the sale too easy to talk about. He doesn't say that in reality the young fellow "wasn't in it" at any stage of the game, but lays the blame on the machine, because he knows that by and by the young fellow will begin to understand how to play his cards, and then it won't be any use to try to down him; but the machine is what he is fighting, and he knows that one such defeat will do more to injure the sale of a machine than all that half a dozen rival agents could say in a half a dozen months.

There is scarcely a sewing machine canvasser but has had, at one time or another, the unpleasant experience of being beaten in a competition, and there are very few

* Chicago *Sewing Machine Advance.*

experienced canvassers who yearn to go into a competition unless they have some assurance, beyond their confidence in the machine and their own eloquence, that they will be victorious. If a salesman has the good fortune to sell his machine for the full price, and to make no discounts, he makes the victory complete and satisfactory in the extreme, but my experience is that notwithstanding the assurance of the victorious salesman that he didn't cut a cent, the probabilities are that he doesn't count the excessive amount that he allowed for the old machine, nor the commissions he has paid in advance for sales that this customer will make for him to her friends by and by. And this is not all, for it not infrequently happens that things are said and done in the heat of competition that are afterwards deeply regretted by all concerned, and not only hard words but hard knocks are sometimes introduced to settle the question as to who has the best machine. For these and other well-understood reasons, I think it unwise to seek out a rival, with the sole object of entering into competition, unless in cases where the salesman has special assurance that he will make the sale. I do not believe in running away from a competitor, but the salesman who has his machine in the house should hold his ground and endeavour to make the sale by every means in his power. But he makes a mistake if, the other machine having been forced in, he upbraids the lady for allowing it to come into the house, and plainly shows her that he considers himself very ill-treated if anyone else is allowed to compete with him. And, again, when a salesman leaves a machine on trial without making any effort to sell it, and get a payment or the old machine on delivery, he makes a mistake which has to some canvassers become a habit. If there is a payment made and the papers signed, the probabilities of the customer taking another machine on trial are greatly lessened, because they believe, nine times out of ten, that they will be held responsible for the fulfilment of the contract that they have signed. A salesman can almost always tell whether the prospective customer wants a machine, and whether, having the disposition to buy, they have the means wherewith to pay for a machine. Sometimes a salesman, in his anxiety to make a sale, will leave a machine for several weeks with a customer who has not the means to purchase anything to sew on the machine, hoping that some lucky event may occur by which they will be enabled to make a payment, but as time rolls on he finds them financially in the same position he found them at first, and when, at last, he takes the machine away, scratched and dirty, perhaps, he realizes that when they told him that they were too poor to buy a sewing machine they were really telling the truth.

Sometimes he makes the mistake of promising some one a few dollars for a reference, and having got the reference and made the sale, he imagines they will forget all about his indebtedness to them. But experience teaches him that exactly the reverse is the case, and that the memory of the givers of references is exceedingly good, for no matter how easily they might forget his name, if they were about to buy a sewing machine, they can remember it very easily when telling their friends how much he owes them. And it is a mistake to think that they will not work against him in case they discover one of his machines in the house of a friend or acquaintance, for they seem to take an especial delight in breaking up a sale for a canvasser because they failed to get two or three dollars out of him that they never worked for, nor are entitled to in any way other than as a gift. If canvassers would rely more on their abilities as canvassers, and less on the knowledge of some gossipy females, who pretend to have a great influence amongst their neighbours, and to know the woes and wants of half the town, they would be many dollars in pocket, besides saving their reputation from some pretty hard knocks.

We all know the canvasser who works a certain class of houses and neglects all the others, and the one who won't work a certain part of the town because it looks to have been worked pretty thoroughly before. He calls at three or four houses, and finds that they have recently bought new machines, and from this he judges that the man who sold these machines must have canvassed all the rest of the town.

I knew another canvasser who went about taking down references, and then would go again in thirty or sixty days and try to get their order for a machine. He says he goes around the first time to get acquainted, and when he makes a second visit they will know him, besides having time to make up their mind to take a machine from him on trial. Every time that a canvasser calls on a customer without getting an order is that much time lost, and he makes a mistake in canvassing when he does not work his calls as though it were his last chance to sell to them. If he don't succeed, it will be time enough to put them on the list of references when he has satisfied himself that they cannot or will not buy a machine till some future time.

But the greatest mistake, and one whose effect reaches far into the future, is that which we make when we are doing pretty well, and imagine that we shall always be able to do as well. The salesman who has had and is having pretty good success, feels confidence in himself and his prospects of a bright future. The presence of money makes a man feel like spending it and enjoying life as he goes along, but with old age will come reverses that would break down a young man, and unless the successful canvasser of other days has a fund to fall back on, he will find that in spending his money as fast as he made it he made the greatest mistake of his life.

MR. LOOG ON FRISTER AND ROSSMANNS TRADE IN 1893.

TO THE EDITOR OF THE "SEWING MACHINE GAZETTE."

DEAR SIR,—You have allowed me, in previous years, space to supply you with what I deem to be interesting reading respecting a public sewing machine company, called Frister & Rossmann, Limited, and crave your permission to give you a few figures gathered from their last balance-sheet for 1893, conveniently published on May 31st, 1894, and again showing a loss of £24,265—with reference to which their original documents in my possession contain again the amusing observation that this loss will be wiped out by the "profit"—mark the word—by the "profit" they are going to make out of the cash to be screwed out of their confiding shareholders, or by cancelling in the proportion of six to one the shares of such unfortunate shareholders who cannot or will not "dub up."

To call upon the holders of practically worthless shares, and say to them unless you invest a further amount of hard cash in our unpaying concern we shall cancel your shares, can fairly be compared with the demand of a certain highway gentleman, who, one hand on the throat of his victim, the other holding a pistol, makes the polite proposal "your money or your life," and then to refer to the plunder obtained by such an interesting operation as "profit" cannot well be more out of place. When, five years ago, they had to own to a loss of £168,389, even that result was subject to the realisation of assets valued by them at £150,182, and although, since then, their trade has still further declined, they announce a loss of £24,265 subject to assets valued by them at £202,314 being realised in full. The only sound item out of this large amount is cash amounting to the magnificent sum of £179, or considerably less than one farthing in the pound. To dwell upon the other assets, represented as 19s. 11¾d. in the pound, would be mere speculation. Time will show!

I will, therefore, content myself by referring to one little item of £33,000, representing cartridge tools and fittings, which it is to be hoped are carefully wrapped up to prevent their being eaten up by rust. As far back as October, 1889, I referred to these wonderful cartridges in the following terms:—

Of course the dreadful pill of *three-and-a-half millions* deficiency was not administered in one dose—in 1887, when they administered the first dose, they said Sewing Machines are bad, but we have taken up Automatic Scales, of the wonderful result of which nothing has since transpired. In 1888 the second dose was administered, and then sewing machines were still very bad, but Washing Machines would do such wonders as to make up part of the losses. The profits on Washing Machines have, like the profits on the Automatic Scales, not been heard of since, and in their last balance-sheet they announce that unless a change for the better takes place *they will give up the manufacture of Sewing Machines altogether*, but they have taken up the manufacture of Cartridges, using the future profits (?) on these as the proverbial "red herring" to draw across the path of their confiding shareholders to keep up their spirits, until they issue their next balance-sheet in 1890—with a result which anyone who can read figures at all can very well

foretell, and especially those who, like myself, have heard it whispered about pretty loud that these Cartridge Contracts have been obtained at prices which can only result in further losses as time will show.

I am pleased to find my predictions of 1889 were not very far out, and as no one can afford to work at a loss for ever, these tools, &c., have been for years useless, yet they are carried forward as a good asset worth £33,000, until, I suppose, this little item has disappeared by rust or made up by fresh cash, which may (or may not) be screwed out of confiding shareholders. Last year this interesting and valuable item appeared as £36,800, they wrote off since £3,800 as loss, and no doubt by the time the rust will have done its work completely this little item will have quietly and gradually disappeared, that is to say, provided the shareholders allow the concern to last long enough.

So much on this one item, how far the remainder of this treasure of £202,000 represents full value remains to be seen. Strange it is that house and plant are now put at £10,000 more than in 1889, stocks also amount to £10,000 more, but then "stock is as good as money." When they converted their shares from four to one and again converted these converted shares from six to one; in other words, when they cancel sovereigns and issue in their stead bits of paper with a face value of tenpence, with a real value of not ten farthings, they should also have converted their name from Frister & Rossmann, Limited, to simply F. & R. Possibly, also, this craze for conversions is explained by the fact that one of the prime movers in all this mischief is the worst of all Jews, a converted Jew! Such a change of name would also be fair to Mr. Frister and Mr. Rossmann, personally both estimable men.

Lest some one not aware of the past may deem my observations spiteful, let me remind him that these people, who are indebted to me for the trade I established for them, and who in return for twelve years' hard work, and also too much misplaced confidence on my part, took from me first my business, producing net not under £4,000 a year, then they relieved me of £20,000 hard cash and in the most heartless manner; and last, and worst, they drove my wife to the madhouse; and it will then be plain that with such a recollection I watch their downfall with satisfaction; and it will in fairness be admitted that I am justified to refer to it as further evidence of what has now been proved to the hilt, namely, that I have been made the victim of a concern which as a public company has neither a body to kick nor a soul to save. If there is such a thing as Nemesis it has so far done its work well, and I fervently pray it may continue to do so to the bitter end. And now to figures. Here is their balance-sheet for 1893:—

Dr.	£	Cr.	£
Debenture creditors ...	84,828	House and land ...	59,979
Ordinary creditors ...	22,390	Plant, tools, and fittings	40,104
Shareholders	116,305	Stocks	25,276
Workmen's insurance still to be deposited	56	Book debts and bills ...	39,603
Reserve fund	3,000	Cash	179
		Plant and tools *re* Cartridges	32,996
		Share in Budapest Factory	3,676
		Contribution to Association of Machine Makers	419
		Insurances paid in advance...	82
Total liabilities ...	226,579	Total assets ...	202,314
		Loss	24,265
	226,579		226,579

With reference to the lengthy report attached to this balance-sheet it really contains little of interest.

They say in it they are very pleased with their business in England and Colonies, for which they allege a turnover of 11,000 sewing machines, which is considerably less than what it used to be. But the satisfaction which they express about their English business is no doubt only introduced to cover over the pill which they wish their shareholders to swallow in the next sentence, in which they refer to the lawyers' bill which they had to pay for their last year's dispute with the Singer Company, and which, although the taxed costs they had to pay the Singer Company were only about £1,400, are put down as £3,450. So that their own costs came to more than the costs of the Singer Company. Of course, such a flourishing concern can afford to be liberal with other people's money. It is surprising how, in their reference to this action, they totally misrepresent the effects of it; they allege that the judge in the High Court decided against them in utter disregard of the judgment which I obtained against the Singer Company in the House of Lords, and that as an appeal to re-establish the said House of Lords' judgment would involve much great sacrifice in time, labour, and money, they have decided to renounce the name Singer as worthless to them. This is what they allege in their printed report to their unfortunate shareholders, but what are the facts? Of course the judge could not and did not question the judgment of his superiors in the House of Lords, but whilst strictly obeying the decision then laid down for his guidance, he also held that in this particular case in dispute, Frister & Rossmann had used the word Singer with the distinct fraudulent intention to deceive an unwary purchaser, and that part of the judgment is not even open to an appeal—because in a case of that sort on questions of fact the judge really decides the question in lieu of a jury, and it is a rare occurrence that an appeal is even allowed on a verdict of a jury on questions of fact.

To return in conclusion to last year's loss, &c., this is how it is made up:—

	£
Loss carried forward from previous year..... ...	7,427
Trading expenses	6,813
Interests on debentures, &c.	5,064
Depreciation of house and plant	2,795
Depreciation of patent, &c.	143
Share of loss *re* Cartridges	1,249
Subscription to Association of Machine Makers ...	169
Loss on exchange	45
Costs of Singer action	3,450
Reserve account (and from there transferred to Cartridge account)	2,203
Total loss and expenses	29,358
Gross profit... £5,011	
"Profit" (?) on cancelled shares ... 82	5,093
Leaving net loss	24,265

So that the real net loss so far as the books disclose it for the last twelve months is £16,838.

But I may still mention that the above item of depreciation of house and plant on the basis of former years would be £7,000 or more, instead of £2,795. No doubt other items in the whole affair are equally open to question.

I am much obliged to you for inserting the above particulars, which I am very anxious to submit to my old friends, so that they may judge the class of people I had to deal with.

Yours faithfully,

HERMANN LOOG.

85, Finsbury Pavement, London, E.C.,
October 29th, 1894.

FRISTER & ROSSMANN AND THE SINGER COMPANY.

We have before us a copy of Frister & Rossmann's balance-sheet and report for 1893, which, like its predecessors for years past, is very unpleasant reading for the shareholders. The exact figures being given elsewhere, we shall here content ourselves with giving an extract from the report.

The directors of Frister & Rossmann say:—

Our export of sewing machines to Great Britain and the British Colonies was well maintained, our sales amounting to about 11,000 machines for the year. We note also that our English connection includes some of the first and most trustworthy firms in the country.

The trade results for the first three months of the current financial year lead us to expect an extension of trade in Great Britain for 1894, as the first quarter shows an increase.

This favourable result was partly due to the special shows of sewing machines arranged at our customers' shops in London chiefly, and at small proportionate outlay, as many as 1,000 machines having been on public view.

Unfortunately we could not avoid in the year previous becoming involved in an unexpected action with the Singer Manufacturing Company through the alleged application of the term "Singer" to the sewing machines made on this system. Having obtained a judgment in the House of Lords in 1882 after a tedious lawsuit through several Courts, by which distinct authority was given us to mark the machines made by us after the Singer system as such, the recent action by the Singer Manufacturing Company was determined against us by a single judge in the first instance without regard to the judgment in our favour of the highest English Court of Justice.

On considering that, at the best, an appeal against this decision (involving great sacrifice of time, money, and labour) would merely have the effect of restoring the earlier decision, and seeing the excellent reputation which our sewing machines continue to enjoy in Great Britain, we have decided in future to renounce the name "Singer" as worthless to us, and not to push the lawsuit with the Singer Manufacturing Company any further.

JONES' "C. S." MACHINE.

We hear that the "C. S." machine introduced by Jones' Sewing Machine Company early in the present year has met with remarkable success. Our readers will remember that we referred to it in terms of great praise, and the experience of both the trade and the public has fully justified our remarks. The machine is light running and silent to a degree that must really be tested to be thoroughly appreciated, and we consider it a matter for congratulation that such a fine machine should emanate from an English factory.

Jones' have, by the way, received a gold medal for the machines they sent to the recent Lyons Exhibition.

SEIDEL AND NAUMANN'S TRADE.

Messrs. Seidel & Naumann, of Dresden, and 23, Moor Lane, London, E.C., have just issued a new illustrated catalogue showing their different classes of hand and treadle machines for family and manufacturing purposes. We notice that the treadle machines are fitted with a new ornamental stand, which has a very strong and artistic appearance, and this firm's patent footrest, which is a very practical apparatus, can be fitted to the stand; also they have a patent pincushion in the table of the machine. Seidel & Naumann's machines are now too well known to our readers to require description or commendation either for quality or finish, and the same remark applies to both the heads and woodwork.

In the catalogue now before us, there is also given full particulars concerning this firm's musical instrument department, and we find some novelties; for instance, the "Gloriosa" self-playing musical box, which we should think is a very good and saleable article for the Christmas trade. On the cover of this box there can be fixed bowls for flower pots, and also stands with ivory, glass, or nickel-plated bowls for fruit, flowers, &c., or if required there can be a support for a Christmas tree made to fit into this. Another of the many novelties is a revolving motor, which can be had in various sizes for shop windows. When wound up it will revolve for about ten hours. This is a very good apparatus for advertising goods in shop windows.

As to Seidel & Naumann's cycles, we hear good reports, and we note that their production the past season was not less than 13,000 machines. This firm's cycles have beaten several records, notably the one between St. Petersburg and Paris. Mr. Steinfeldt rode the Naumann "Germania" from the Russian to the French capital, 1,900 miles, in 12 days 20 hours 42 minutes, without changing his machine, which is 35 hours less time than the cyclist Terront did it in last year.

In another race, Bale to Clive, 400 miles, Mr. Gutknecht arrived at the point only ½ minute later than the winner, and he rode the whole distance without changing the Naumann "Germania," whilst the other cyclist changed several times.

Previous to this Mr. Hausadel, a gentleman 56 years of age, rode a Naumann tricycle through the whole of Germany and Italy as far as Naples, and returned through Switzerland and France back to Germany, the distance being 10,085 kilometres (6,310 English miles). He left Germany with 181 lbs. weight, and returned with 148 lbs. in very good health, and had never required repairs to his machine.

Seidel & Naumann are now entitled to rank as the largest manufacturers on the Continent of both sewing machines and cycles.

DARNING ATTACHMENT FOR SEWING MACHINES.

We notice in the last number of our Chicago contemporary a cutting from *The Richmond Times*, of Richmond, Virginia, U.S.A., on the subject of a darning attachment for sewing machines. Unfortunately no details as to construction are given, so that we cannot form any opinion as to the merits of the invention. Mr. Hill should be told, however, that he is not the first inventor of a darning apparatus for use with the sewing machine. Not to mention others, Messrs. Seidel & Naumann have supplied such an invention for several years. We are also able to state that Mr. James Robertson, the inventor of the hemstitch machine, was at work on a darning attachment just before his death a few months ago. We follow on with a reproduction of the article in the American papers:—

It has been many years since anything has been invented to be used in connection with the family sewing machine that will be welcomed with more delight by the ladies in every land where the sewing machine is used than the simple, practical, useful and common-sense device recently invented and patented by Mr. G. Powell Hill, of Richmond, Va. It is a device, or, if you choose to call it, "an attachment," for darning hosiery—*i.e.*, socks and stockings—on the ordinary family sewing machine, matters not in what part of the sock or stocking the holes may be, and so simple and practical that even a child can use it requiring no special adjustment of the sewing machine other than to remove the foot.

Just think of it, ye mothers, wives, daughters and aunts, and ye old bachelors, too, who, for unnumbered years, have been hoping for deliverance from the wearisome and thankless task of darning by the old and slow method that has been in vogue for centuries. No more weary eyes, tired fingers, and dizzy heads. What has heretofore required many hours to perform may now be done in less than one-fourth the time, and far better than by hand. *The Richmond Times* of May, in alluding to Mr. Hill's invention, humorously dubbed it "To Civilize Jerry," doubtless having in mind a certain distinguished representative from one of the North-western States known as the sockless Congressman, of whom it has been said, "He does not wear socks." Why he abjures the use of such an indispensable part of the wearing apparel of all civilised nations is a question not explained, but may, perhaps, be attributed to the fact that he experienced so much difficulty in having his socks darned that he prefers to discard their use entirely.

Mr. Hill's invention has possibly suggested the idea to the *Times* reporter that it would enable "the" ex-Secretary and Congressman to darn his own socks, and by adopting the use of them thus place himself within the pale of civilisation. Be that as it may, Mr. Hill claims for his invention a higher mission than the civilisation of any one being. He claims for it the lessening of the labours and deliverance from the bondage imposed on the mothers, wives, and daughters of our land, not forgetting the old bachelors, who are unable to find a helpmate to cheer their lonely hours and darn their socks. They can now do their own darning with one of these useful little attachments.

Being asked how he happened to invent a darner he replied about as follows:—

"It was a very distressing bereavement in my family that directed my attention and nerved my efforts to relieve my almost heart-broken wife of some of her domestic duties. For many years it has been her custom to mend the family hosiery on Saturday afternoons. Advancing age necessitating the use of glasses rendered it very difficult for her to thread her darning-needle. For several years past our only daughter would seat herself by her mother's side and read aloud to her while she did the darning, the daughter threading the needle when needed. We had but recently lost our eldest son, and within a year thereafter the angel of death again entered our family circle and took from us the light and joy

of our home, 'our only daughter,' leaving my poor wife almost crushed. About six months after this last bereavement my wife resumed her accustomed Saturday afternoon work, *i.e.*, the mending of the family hosiery. She was seated at a window back of where I was seated, but a mirror in front of me reflected her face as plainly as if I were facing her. I had been reading a magazine, and had given but little attention to what she was doing. Casting my eyes at the mirror, I saw that she was vainly trying to thread the darning needle. At first I felt a little amused at her efforts, and waited to see how long it would take her to thread the needle. Finding that she could not thread it, I said to her, 'Do not bother about that.' She replied, 'I want to mend these for him to wear to-morrow,' meaning our youngest son. I told her I would go out and buy him a new pair if he needed them. She declined to put up the work. I resumed my reading, and about five minutes later looked up and saw that she was still trying to thread the needle. But I saw more than that—great tears were coursing down her cheeks, and I knew at once she was thinking of our beloved daughter, upon whom she had so often called to thread the needle for her. I sprang to her side and took the work from her, and told her that she must not do it. She insisted that they must be darned for our boy to put on Sunday morning, and refused to let me buy a new pair for him. Then I told her I would darn them, or try to do so. She wanted him to have that particular pair of socks to wear. I took the foot off of her sewing machine, and after much difficulty I managed to darn up a hole in the heel of one of the socks. The greatest difficulty was to keep the leg of the sock out of the way, and I said to myself, 'If I only had two more hands how easily I could accomplish the work!' and wondered why something had never been invented for that purpose, and determined to try my hand at getting some kind of a device that would accomplish the purpose. Monday morning I commenced my experiments, and after several days succeeded in making a crude model. I tried it and found it answered beyond my expectations. Realising its great usefulness, and the extensive field for such an invention, I determined to apply for a patent, if such a thing had not already been patented (I had never heard of one). I went to Washington, and with the assistance of an attorney, I found that no patent had ever been granted for such a device. I made my application, and in due course received my patent, and can see no reason why I should not reap some benefit from this heritage from the great bereavement that has fallen upon my once happy household."

A NEW WHOLESALE AGENCY.

Mr. A. Mayer has just taken premises at 22, Paper Street, Red Cross Street, London, E.C., where he will keep on hand for dealers a stock of sewing machines, parts, needles, &c. He has been in the German sewing machine trade some ten years, and thoroughly understands the business.

Mr. Mayer will specially concern himself with the sale of machines made by Koch & Co., of Bielefeld, whose specialities are the "Adler," illustrated on another page, and the "Colibri," which is an elastic machine possessing several improvements on other shoe repairing machines.

THE W. & W. COMPANY'S NEW PREMISES.

The Wheeler & Wilson Manufacturing Company are now in full occupation of both their new wholesale premises at 6, 7, 8, 9, 10, and 11, Paul Street, Finsbury, and their retail shop at 128, Cheapside, E.C. The headquarters in Finsbury were specially built to suit the Company's business, and consist of five capacious floors divided into numerous rooms or departments. The mechanics' shop and the engine-room are in the basement. On the ground floor is the counting-house, together with two private offices and an extensive storeroom for stationery. The first floor is partly used as a showroom, where canbe tested either by foot or power any of the W. & W. machines, and is, in fact, a model factory. The rest of this floor is devoted to parts and accessories, and to a stock of power fittings. The two other floors above are used as warehouses, and are reached by means of a powerful lift or a stone staircase.

These premises are admirably adapted for their purpose, and are supplied throughout with power and the electric light. We hope to illustrate the building and give further details in our next issue.

This Company's new retail shop is not quite completed, but it bids fair to be not only the largest but the handsomest in the country. It is really magnificently fitted up, and one end of it is intended as a parlour, which will be luxurious in its appointments. The finishing touches are now being given to the retail showroom, and we hold over a full report of same until our next issue.

THE STANLEY SHOW.

Our readers will not forget that the Stanley Show opens on the 23rd inst., and closes on December 1st. Mr. Lamb, its energetic secretary, informs us that not only is all the space in the cycle department already taken, but the sewing machine section, to which we have previously referred, will be occupied by nearly all the leading manufacturers. He promises visitors numerous novelties well worthy of their attention, and is making every preparation for their comfort. Excursion trains will run from all parts of the country, and special travelling arrangements are being made for the benefit of Continental firms.

During the show week a congress of the cycle trade will be held under the auspices of the newly-formed Cycle Agents' Union.

We cannot at present give a complete list of the exhibitors in either the cycle or sewing machine sections, but are assured that the exhibitors will be thoroughly representative, and that the Coventry Machinists Company are exhibiting at the "Stanley" in preference to the "National" as formerly. It is obvious that as the Paris show clashes with the latter, the "Stanley" may reasonably expect to attract the bulk of the foreign visitors.

RECENT CHANGES IN THE TRADE.

COMMUNICATIONS FOR THIS COLUMN SOLICITED FROM ANY PERSON IN THE TRADE.

Bangor, co. Down.—Mr. Jas. H. Savage has discontinued selling sewing machines.

Buckie, N.B.—Messrs. J. & R. Mortimer, ironmongers, and dealers in cycles, prams., mail carts, and wringing machines, have closed their shop in Baron Street.

Cork.—Messrs. Cock Bros., ironmongers, do not now stock either prams., mail carts, or wringing machines.

Dunfermline.—Mr. J. McGhie, of 129, High Street, has discontinued selling sewing machines.

Ennis.—Mrs. My. Clancy, stationer, Mill Street, has given up the sale of prams., mail carts, and sewing machines, but still does business in jewellery and musical instruments.

Enniscorthy.—Mr. B. Murphy, woollen draper, Market Square, has given up the sale of sewing machines.

Guernsey.—Mr. T. C. Royle, stationer, Arcade Library, has discontinued selling prams. and mail carts.

Inverness.—Mr. E. Todd, basketmaker, 5, Vennel, does not now sell prams. or mail carts.

Lanark, N.B.—Mr. J. D. Morris, stationer, has ceased to sell prams. or mail carts.

Mountain Ash, Glam.—The firm of Austin & Thomas, dealers in cycles, prams., and mail carts, 31, Commercial Street, has ceased to exist, and Mr. Chas. Austin is now carrying on the business.

Muirkirk.—The ironmongery business lately owned by Mr. Thos. Law at Main Street, is now carried on by Mr. Jas. Dale, who also retails prams., mail carts, and wringing machines.

Newry.—Messrs. Thos. P. Ledlie & Co., drapers, &c., 5, North Street, have given up the sale of furniture, prams., and mail carts. They, however, continue to supply sewing machines.

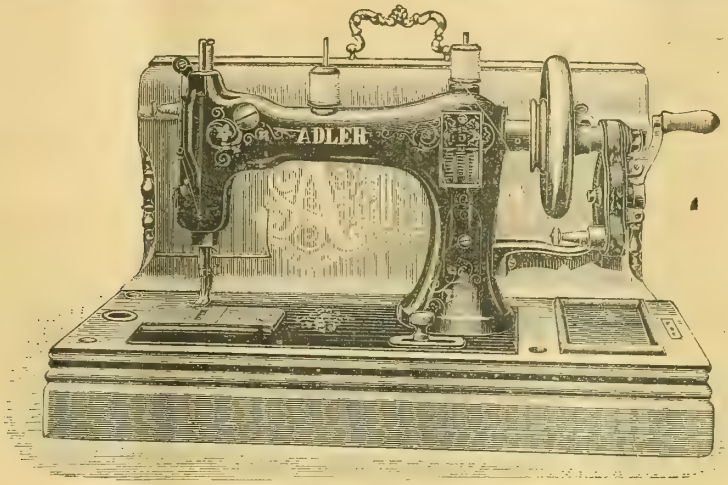
Sligo.—Mr. Francis Nelson, jeweller, ironmonger, and dealer in musical instruments, prams., mail carts, and wringing machines, 42, Castle Street, has taken up the sale of cycles.

Swansea.—Mr. B. D. Ward, house furnisher, 18 and 29, Goat Street, has ceased to sell musical instruments, wringing machines, prams., and mail carts.

Tenbury.—The business of Messrs. Grover & Wheeler, drapers and dealers in furniture, sewing and knitting machines, prams., and mail carts, of Teme Street and Market Street, is now being carried on by Mr. G. E. Wheeler.

H. KOCH & CO., Bielefeld,

SEWING MACHINE MANUFACTURERS.



THE "ADLER" SEWING MACHINE

FOR FAMILY AND MANUFACTURING PURPOSES.

Rotary Motion, Latest Improvements, Very Rapid, Highly Finished, and most Durable.

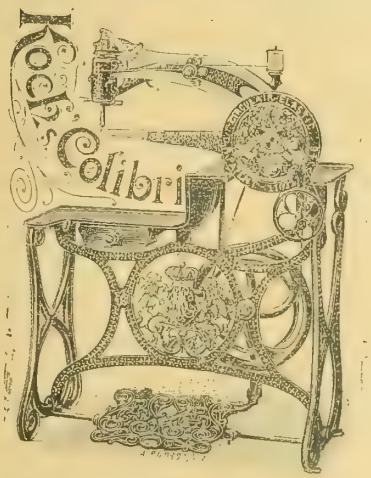
EVERY MACHINE GUARANTEED.

SPECIALITIES—

SEWING MACHINES FOR BOOTMAKERS,

SADDLERS, &c.,

FOR LIGHT AND HEAVY WORK.



The length of arm of the above machine is 16 in.; the head is the smallest hitherto produced, being smaller than a sixpenny piece, thus enabling repairs of the smallest shoes to be done. The stitch is beautiful and uniform, feeding on or from the cylinder in any direction; this is a great advantage not possessed by any other Elastic machine of older construction. The shuttle does not wear out, as it lies immovably in the cylinder; this is also a great feature, as other Elastic machines are subject to great wear and tear of shuttles, shuttle drivers, and cogs, causing frequent repairs.

Sole Agent for Home and Export—

A. MAYER,

22, Paper Street, Red Cross Street, London, E.C.

DEPUTATION OF EX-CANVASSERS re TRADES UNIONISM.

A deputation, consisting of Messrs. John Simmons, Byrne, and Ross, waited on Mr. Weaving, the representative of the Singer Manufacturing Company in Dublin, on the 19th ult., in reference to some friction that had arisen about the dismissal of some of the *employés* of the company. The superintendents were all present, and the deputation was introduced to them by Mr. Weaving, who said he wished that they should be present in consequence of some of the allegations that had been made.

Mr. Simmons said that the Collectors and Salesmen's Union had been recently affiliated to the Trades Council. The grievance about which they had to complain was that men had been dismissed on the grounds that they were trade unionists. The Government recognised trades unionism, and all the principal traders in the city as well. If these men had been dismissed by the Singer Company on the grounds of their being trades unionists, it was a serious grievance indeed; if for other reasons, why, that would give a totally different complexion to the transaction. He would like to hear the manager's explanation of the matter.

Mr. Weaving said that he was only too happy to answer Mr. Simmons. He was anxious to court the fullest publicity, and therefore invited a gentleman of the Press to be present, as well as the superintendents of the company. In regard to the disemployment of the men about which Mr. Simmons and the deputation complained, it had nothing whatever to do with their being members of a trades union. Had an explanation been sought at the time those men were dismissed it would have been forthcoming, and any necessity for a deputation would, therefore, have been obviated. The nature of the business necessitated their changing hands constantly, accordingly as they found them competent or otherwise. There was not a scintilla of foundation for the statement that those men had been dismissed because they were trades unionists. No distinction had ever been made between society or non-society men, and no man had been dismissed on account of his being a society man.

Messrs. Doyle and Curhay, *employes* of the company, were then questioned as to whether they had any knowledge of the dismissed men being members of the society, which they denied.

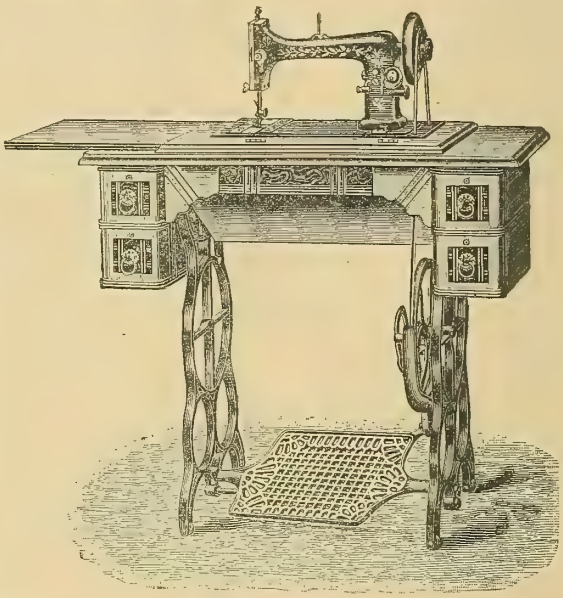
The manager, Mr. Weaving, in continuing his remarks, said that dismissal depended on conduct or efficiency. Mr. Power, the gentleman objected to, had earned the highest tribute from the various superintendents. Mr. Power had raised the weekly average of receipts from £28 to £46, which meant a substantial benefit to the *employes* all round. He could not undertake to interfere with 63 men at the dictation of five, nor could he take back the men who had left their employment.

The deputation then withdrew.

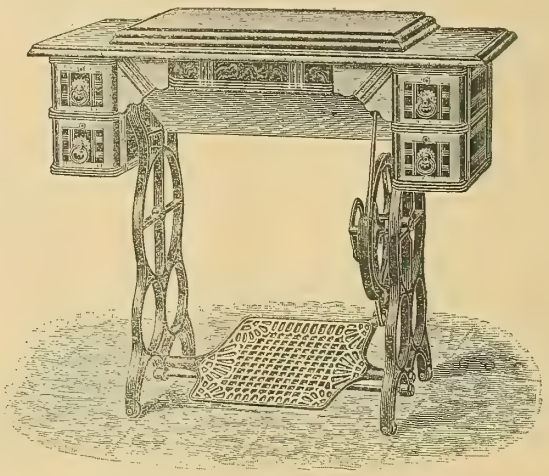
A NEW V. F. TWO-NEEDLE MACHINE.

The Vertical Feed Sewing Machine Company have the past few years been very successful with their "A" manufacturing sewing machine. This they have now altered, whilst also supplying their single needle manufacturing machine, so that it will produce two rows of sewing simultaneously or a single row as required, and their mechanism differs materially from other two-needle machines. We are not able to illustrate the machine at the present moment, but, briefly described, they make the bed-plate in two pieces, the dividing line being just on the left of the needle used for single seam sewing. The left-hand portion of the bed-plate is attached to the main part of the bed-plate in such a manner that the space between them can be readily widened, and the same remarks apply to the feed and needle bars, also to the additional shuttle which is used when both needles are employed. The second needle is set for the parallel rows of sewing to be one-eighth of an inch distant from each other, but by sliding the feed and needle bars, shuttle, and bed-plate annex to the left, the distance can be increased to three-quarters of an inch. It is obvious that this method of converting a single needle machine to a double seamer is very simple, and as a single take-up is used the top tension is uniform, and as to the bottom tension this can, of course, be easily regulated. Several manufacturers have already placed orders for this machine, and they will, we feel assured, find it give them every satisfaction.

Whilst referring to the Vertical Feed Company we might state that their new drop stand, which they introduced a few months ago, has met with uncommon success. We give illustrations showing the machine both exposed ready for work and let down out of sight, whereby the table has a flat top, and can be used for a



variety of purposes. One of the best features about this form of drop stand is the safety with which the machine can be lowered. It has a wood base, divided into two parts, the hind portion, to which the machine is attached, resting on a ledge cut on the front portion. To retire the machine all it is necessary to do is to throw the belt off the balance wheel, slightly tilt back the



machine, then fold forward the front part of the base, which will then permit the head to descend. In order, however, that the machine shall not descend too quickly a strong spring is used, which effectually resists a sudden descent. Both the "V. F." and the "Advance" machines can be had fitted to this new stand, and the additional cost over the ordinary cover is about 10 per cent. It can be seen in walnut, oak, &c., at the company's head office, 24, Aldersgate Street, E.C.

Mr. Geo. W. Phillips, the company's manager for the United Kingdom, &c., informs us that a gold medal has been awarded for the "Vertical Feed" and "Advance" machines, shown at the recent Lyons Exhibition.

SINGER'S SEWING MACHINES.

The Singer Manufacturing Co.

HAVE THE

GREATEST RANGE OF SEWING MACHINES

FOR

ALL CLASSES of SEWING,

FROM

THE MOST EXQUISITE AND DELICATE ART WORK,

AND PLAIN SEWING,

TO

THE HEAVIEST & THICKEST MANUFACTURING WORK.

OVER TWELVE MILLION MADE AND SOLD.

Machines of Anybody's Make Taken in Part Exchange.

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BRANCH OFFICES ALL OVER THE WORLD.

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

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THE "BELL" ORGAN & PIANO COMPANY, LTD.

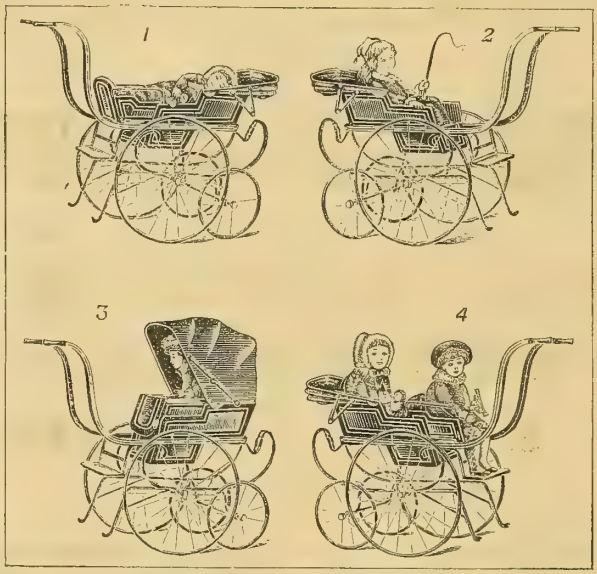
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HARROP'S

Greatest Triumph in Baby Coachbuilding.

Patent Combination BABY CARRIAGE AND MAIL CART.

Convertible to 4 Positions



No Dealer or Home should be without one

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CANOPIES! CANOPIES! CANOPIES!

SPECIAL SUMMER OFFER.

BRASS and IRON CANOPY FRAMES

For Mail Carts and Bassinettes.

PLAIN AND FANCY CANOPY COVERS

In a Variety of Patterns.

W. FOSTER & CO.,

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The Largest Makers in the World of Perambulator Fittings.

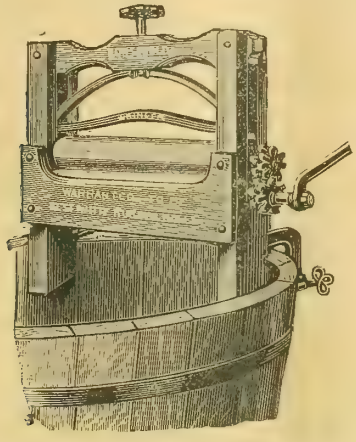
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle. We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



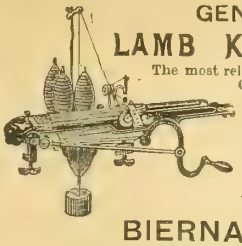
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

LAMB KNITTING MACHINE.

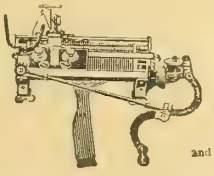
The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with specia automatic attachments.

BIERNATZKI & CO.,

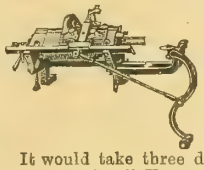
44, MANSFIELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post. TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 48, Upper Brook St., Manchester.



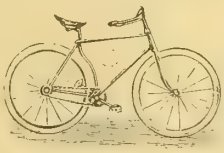
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

There is little fresh in the cycle trade to report this month, except that the manufacturers are busy preparing for the forthcoming exhibitions.

The Humber Company have not done so badly the past year. Their profit was £41,000, and their dividend 10 per cent.

Mr. R. L. Philpot has joined yet another leading cycle firm, that of the Coventry Machinists Company, Limited, as managing director.

The Quinton Cycle Company, Limited, have made a profit during their financial year of £4,572 1s. 10d., and have paid a dividend of 7½ per cent.

The Premier Cycle Company, Limited (Hillman, Herbert, & Cooper) announce themselves as the largest cycle manufacturers in the world. During the past season they made and sold 20,000 "Premiers."

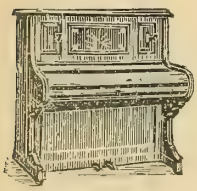
Dealers requiring cycle parts and fittings will note that Messrs. Phillips & Co. have greatly enlarged their premises at 49, Farringdon Street, E.C., and now keep in stock everything required by the cycle trade.

We have several times referred to the trouble caused through defective chains. The latest novelty in this department is the use of specially hardened knife-edged pivots instead of round rivets by the Cycle Components Manufacturing Company, of Birmingham.

Humber's will show at the "National" their new frame, which has been patented throughout the world. The diagonal tube which runs from the saddle-lug to the crank bracket is continued in the same direction some three inches or so below the bracket, and from it an extra couple of very light tubular compression stays run to the centre of the back wheel. Two straight front bones are used, one runs from the top of the head to the diagonal *above* the crank bracket, and the other from the bottom of the head to the end of the diagonal *below* the bracket. The ordinary horizontal bottom tubes start from either

side of the back wheel as usual. After clearing the tyre they come together, and one passes on either side of the diagonal and the top front bone being brazed to each as they pass by lugs, and continuing forward, the bottom stays finish their career in lugs brazed to each side of the bottom front bone. It is obvious that this frame is specially intended for ladies, but it is considered strong enough for both sexes.

We should hope that no other dealer is in the habit of treating his customers as was disclosed in the Highgate Police Court last week. Charles Barmore, cycle dealer, North Finchley, then failed to appear to two summonses charging him with detaining bicycles.—George Dimmok, of Midland Cottages, Mill Hill, said that eight weeks ago he left with the defendant a bicycle, valued at £5 15s., for repair, and had been unable to get it back. Defendant told him that he took the bicycle to a London firm to whom he owed money, and that the firm would not return the machine until he paid the debt.—Walter Edwards, of Torrington Place, High Road, North Finchley, said he left his bicycle, worth £8, with the defendant for repairs. That was as long ago as July 26th, and although he had gone for it time after time, he could not get it returned.—Mr. H. W. Milnes, solicitor, who appeared for Edwards, said the defendant had sent the bicycle to some firm in Farringdon Street, but his client had not been able to trace the place.—Mr. Homan (to Edwards) : When you took your bicycle to the defendant, did you expect him to repair it on his own premises ?—Edwards : No.—Mr. Homan : You knew he was going to send it elsewhere ?—Edwards : Yes.—In reply to the Chairman, both complainants said the defendant had no counter-claim against them.—Dimmok, in answer to the Bench, repeated his statement that defendant told him he had sent the bicycle to some place in the City in payment of a debt, and that he was unable to get it back.—The Bench in the case of Dimmok issued a warrant for his apprehension ; the other case was adjourned.—On the following day Barmore was brought up in custody, before W. P. Bodkin, Esq., on a charge of converting to his own use, whilst bailee, a bicycle, the property of George Dimmok.—The evidence given on the previous day was read over.—Mr. Forbes, for the prisoner, said his client had acted very foolishly. Prisoner was not a man of business, and for some reason he did not return the bicycle, although he was perfectly willing to do so.—The magistrate discharged the prisoner, who undertook to return the bicycle, and pay the Court costs and Dimmok's expenses.



Section

The musical instrument trade has opened well, and everything points to a satisfactory season. Most of the factories are now working full time.

Messrs. White & Hicks, of Birkbeck Road, Kingsland, N., are introducing a new pianette to sell at a popular price.

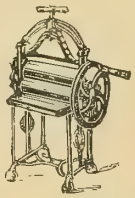
Messrs. John Strong & Co. have enlarged their premises in Seymour Street, Euston Square, N.W., and in addition to their own make of pianos keep in stock numerous other instruments by leading firms.

Messrs. B. Squire & Son have now completed their new piano factory in Stanhope Street, rendered necessary by their disastrous fire last year, and it is undoubtedly one of the largest and most complete in the country.

The second Musical Exhibition at the Royal Aquarium, London, S.W., opens on December 12th, and closes on January 19th. Numerous firms have taken space, and the exhibits of modern as well as ancient instruments promises to be interesting and instructive.

The new catalogue of the Kimball Organ Company can now be obtained of the agent, Mr. R. Marples, 7, Cripplegate Buildings, London, E.C. Among its contents we specially notice a range of portable pipe organs, which, although of too slow sale to be stocked to any extent by dealers, particulars should be kept on hand at least in catalogue form.

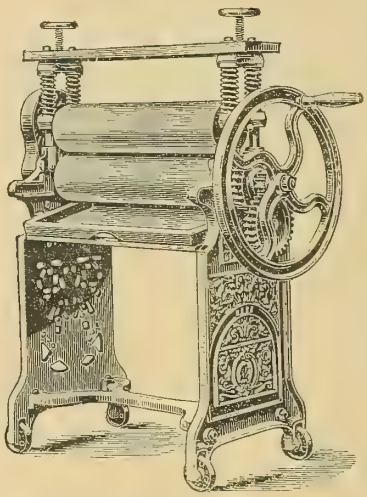
We referred last month to Messrs. H. Peters and Co.'s catalogue as being uncommonly useful to dealers. A second perusal confirms our first impression, and we again recommend our readers to obtain a copy from the wholesale agents, Messrs. Henry Klein & Co., 84, Oxford Street, W. The book consists of close on 100 pages, and contains illustrations and descriptions of an almost endless variety of "small goods."



Section

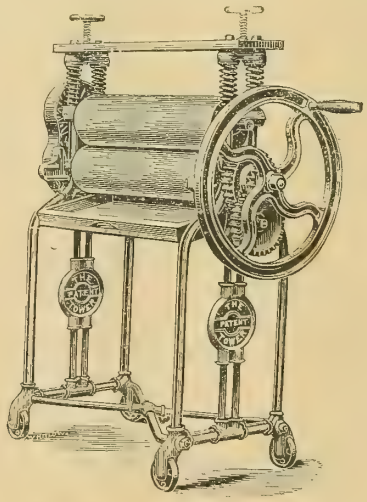
THE CHERRY TREE COMPANY'S NEW MANGLES.

The Cherry Tree Machine Company's "Spray" Washer, Mr. Johns informs us, has met with such remarkable success that his company are introducing



two new forms of mangle, both of which we illustrate. One of these is called the "May," and, as our readers will observe, is a flat-top machine, with spiral springs.

The other novelty is the "York" mangle, and its special feature is a solid wrought-iron frame, which in



appearance resembles the tubular, but is certainly stronger and more durable. Both these mangles can be seen at the company's London address, 59, Holborn Viaduct, E.C.

STANLEY SHOW, 1894.

The 18th ANNUAL EXHIBITION

OF

Cycles, Cycle Accessories,
Cycle-making Machinery,
Photographic Appliances,

AND

SEWING MACHINES,

WILL BE HELD AT THE

ROYAL AGRICULTURAL HALL,

ISLINGTON, N.,

Nov. 23 to Dec. 1, 1894,

INCLUSIVE.

EIGHT DAYS AS USUAL.

Recognised by the Press, Public, Agents, Buyers, and Cyclists, all over the World, as

THE TRADE EXHIBITION

and promises this year to eclipse all previous STANLEY SHOWS.

The Committee have set apart the East End of the Main Gallery specially for the Exhibition of

SEWING MACHINES.

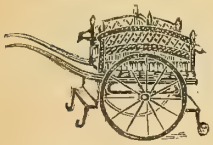
ALL THE LEADING SEWING MACHINE MANUFACTURERS HAVE ALREADY BOOKED SPACE.

Applications for Space, which is limited, should be made at once, and all particulars to be had of

E. A. LAMB, Secretary,
57, CHANCERY LANE, W.C.

A NEW MANGLE COMPANY.

A new concern, called the Shefficld Washing Machine Company, Limited, has been registered by Taylor & Co., 17, Thavies Inn, Holborn, with a capital of £5,000, in £1 shares. Its objects are to adopt an agreement, made August 29th, 1894, between S. Skerritt and H. James, of the one part, and R. G. Berryman, on behalf of this company, of the other part, for the acquisition, by purchase, of certain patents relating to improvements in washing, wringing, and mangling machines, and to develop and turn to account the same.



Section

Messrs. Lloyd & Co., of the Borough, S.E., have been holding a special show of strong toys. We were really astounded at the lowness of their prices for wheelbarrows, engines, cars, tricycles, dolls'-houses, &c., &c., and these toys appeared to be well made, and they were certainly well finished. Any of our readers desirous of brightening up their windows during Christmastide with seasonable presents, at popular prices, should get Lloyd's list, or preferably see their samples, and we doubt not that they will give the irrepressible Borough manufacturer a line to their mutual advantage.

The pram. season of 1893 now being over, we are fairly at liberty to "size it up," and in so doing we cannot forbear branding it as the worst on record. The percentage of carts to bassinettes was certainly the highest yet reached, and the trade have now made up their minds that the public taste has set in strongly for carts, not only for boys and girls, but also for mere infants. It is a curious commentary on human nature, but absolutely correct, that many persons who willingly propel a mail-cart refuse to be seen wheeling a bassinette. The former they consider a toy, but the latter as a mere nursery convenience. It is astonishing that a pair of shafts should make so great a difference in the feelings of the public. It certainly must be the shafts which determine what is proper and what is not, as the bodies of a mail-cart are become almost indistinguishable from those of a bassinette.

Mr. W. S. Gilbert, in his new comic opera, makes one of his puppets aver that the mine of wit and humour is worked out. But judging from a conversation we overheard the other day between a perambulator maker and his customer, there is still some humour to be extracted from commercial enterprises :—

The pram. dealer said to his wholesale firm, "I have come to see you with reference to that new mail-cart I bought of you. Well, I sold it, which was both fortunate and unfortunate. The two children for whom it was intended of course fell out and broke their necks. The insurance money came in very useful for the parents, and their black suits their complexions admirably, and they have recommended me to their friends, so that I expect to do a good business in that cart. It was an unfortunate sale for me, however, as the local insurance agents are thirsting for my gore, and my life is becoming far too eventful to be pleasant."

The moral, so far as we can understand it, which the dealer wished to teach, is that the seats of mail-carts are often fixed too high for the safety of young children.

JOTTINGS

Mr. G. H. Hughes, the well-known pram. wheel manufacturer, was last week again returned as a member of the Birmingham City Council, and without opposition.

Mr. Hughes, we might add, is chairman of the St. George's Engineering Company, and recently had the pleasing news to impart to the shareholders that in spite of bad trade generally the profits for the year were £8,000, which enabled them to pay a dividend of 7½ per cent.

The Singer Company have divided their southern district into two parts, the inland portion being controlled from Chiswell Street, E.C., and the coast district from Portsmouth.

Owing to the failing health of his wife, Mr. H. Robinson, domestic machinery dealer, of 77, Parkgate, Darlington, has decided to discontinue his business for the present. His address is now 18, Waverley Terrace, Darlington.

The Nor'-West Stores, late of Station Road, Willesden Junction, N.W., have been removed to 14, High Street, Harlesden, where Mr. C. J. Griffith, the proprietor, will continue to conduct his domestic machinery and musical instrument business.

Mr. J. Townsend, late manager of the Singer Company's Darwen depôt, has commenced business as a sewing machine dealer on his own account at the shop formerly occupied by that company in the Circus, Darwen. Mr. Townsend will make a speciality of Jones' C.S. machine.

Another *employe* of the Singer Company, Mr. A. Blundell, late superintendent in Chelmsford and district, has gone into business for himself, he having taken premises at 14, Hatter Street, Bury St. Edmunds, where he will deal in sewing, washing, wringing, and mangling machines, both for cash and on the hire system.

We have just been shown a new keyless watch, with Geneva movement and solid nickel silver case, splendidly finished, to retail at three half-crowns, and we consider it to be of marvellous value. As it can be sold without a silver licence, the firm who have contracted for its manufacture intend offering it to the sewing machine trade.

The Domestic Appliances Company have opened premises in Hart Street, Bloomsbury, W.C., and in addition to the well-known Sun Knife-cleaner, they are pushing the sale of the 'Octopus" sink strainer and other articles for domestic use. This is a wholesale firm open to appoint agents for their manufactures.

In reporting the death of Mr. Newton Wilson, the New York *Sewing Machine Times* says that the "Story of the Sewing Machine" which appeared in our columns from his pen may be accepted as a standard authority. Our contemporary adds that it fears that there does not exist in the United States any person who could write a similar history.

Both the New Branston Two-Reel Sewing Machine Company and the London Sewing Machine Company have removed their works into the provinces. The former have taken factory premises in Leeds, and are removing their plant to that city from St. Luke's. The London Company have made arrangements for their machines to be manufactured in Birmingham.

Messrs. W. Sellers & Sons, of Keighley, are about to introduce a new hand machine, constructed after their oscillator patent. They have also commenced the manufacture of a new knife-cleaner. We are pleased to hear that Mr. William Sellers, the oldest living English sewing machine manufacturer, is hale and hearty, although approaching the "allotted span."

The agents of the Vertical Feed Sewing Machine Company in this country and on the Continent, who have met Mr. L. A. Johnson, the manager of the company at headquarters, will sympathise with him in his sad bereavement on September 26th last. His son Edward had just arrived at Ithaca to enter Cornell University as a freshman, accompanied by a friend named Goodnow. The two lads, on the day mentioned, went on the Cayuga Lake in a canoe, and failing to return a search was instituted, with the result that only on October 5th were the bodies recovered. The burial took place on the 7th ult. at Watertown, where the Johnson family reside, although since the removal of the Vertical Feed Company's factory to Dayton, Ohio, the father is mostly to be found at the latter city. Young Johnson is said to have been of a particularly pleasing disposition, and an earnest worker in church matters.

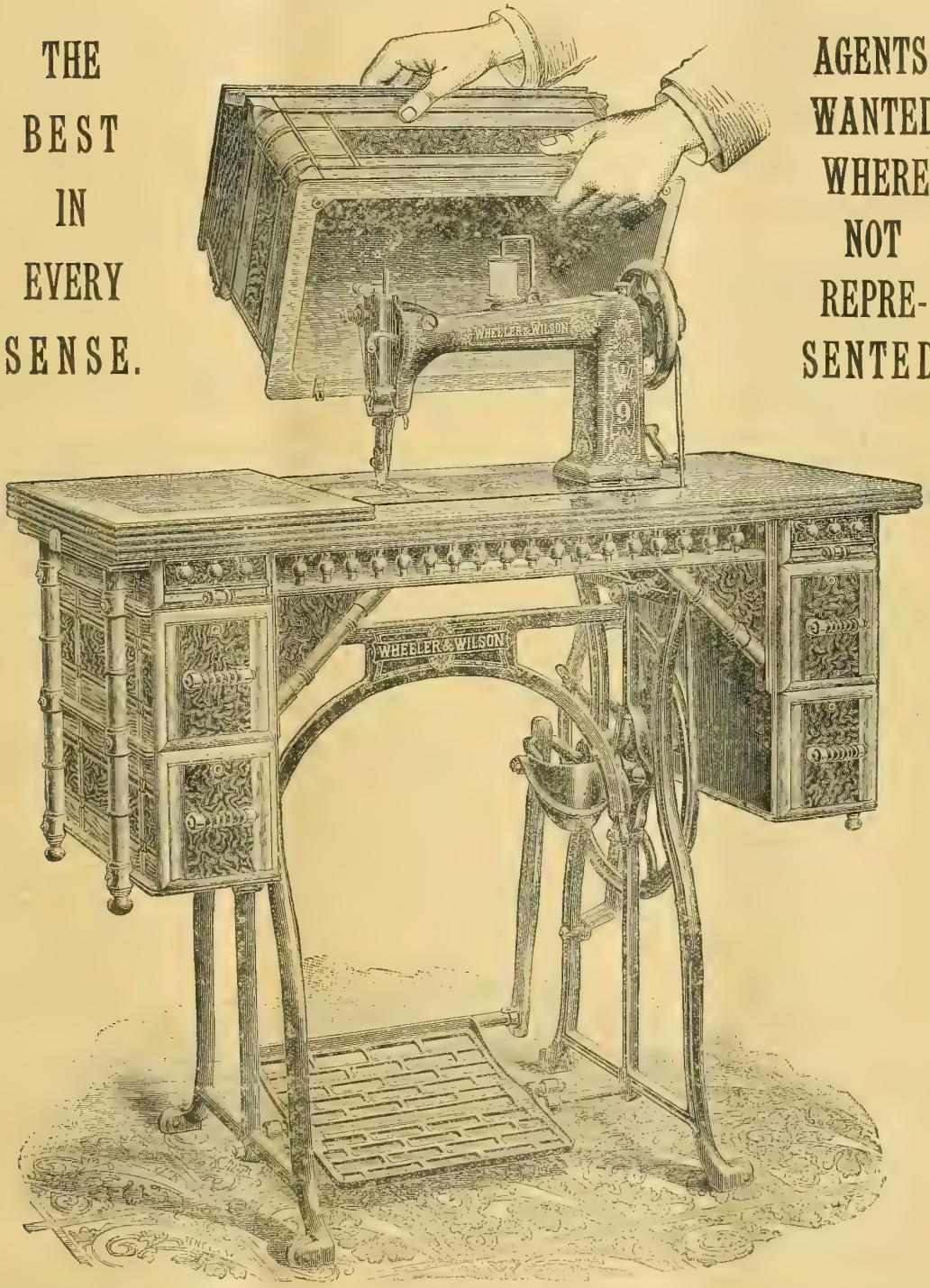
THE LEADING FAMILY SEWING MACHINE.

WHEELER & WILSON'S No. 9.

"A Thing of Beauty is a Joy for Ever."

THE BEST IN EVERY SENSE.

AGENTS WANTED WHERE NOT REPRE-SENTED.



WHEELER & WILSON,

Note the New Address:

Chief Offices : 5, 6, 7, 8, 9, 10, & 11, Paul St., Finsbury, London, E.C.

Not having received a copy of *The Sewing Machine News* of New York since June last, we were at a loss to know what had become of our worthy contemporary. All is now explained in its issue of last month. The Editor explains that at the close of the Chicago World's Fair the paper was "thrown out of line," and that the publishers have been more or less hampered and delayed ever since. It was therefore determined, in order to get straight to time, to publish "a trinity of the July, August, and September issues." In other words, no papers were published either in July or August. Mr. Handy says that the experiment of letting two numbers lapse has been a success, as it has clearly demonstrated how much his journal is looked for by its readers; all of which sounds strange to European ears. However, we must say that we have missed our old friend of late, and now that it is ahead of time, shall expect to receive it more regularly and punctually than during the past year.

Failures and Arrangements.

W. H. & M. ROBINSON, furniture and perambulator dealers, 34, Ardwick Green, Manchester.

A deed of arrangement was filed herein on October 1st. Liabilities unsecured, £376 6s. 8½d.; assets, £280. Among the creditors are the following:—

	£	s.	d.
Midland Perambulator Company, Birmingham ...	17	0	0
Rothschild & Baker, Birmingham	10	0	0

ROWLAND CHARLES DAVIES, ironmonger and dealer in pianos and wringing machines, 26, Charles Street, Milford Haven. In the above bankruptcy the following are creditors:—

	£	s.	d.
Cherry Tree Machine Company, Blackburn ...	10	0	9
Twiggs, H. W., & Co., Bristol	10	0	0

JOHN PEARSON ILEY, trading as J. P. Iley & Co., cycle dealer and general machinist, St. James' Hall, Musgrave Street, West Hartlepool.

A receiving order was granted in the above on October 2nd, and the debtor adjudicated bankrupt on October 4th.

ARTHUR REAVILL, perambulator manufacturer, 200, High Street, Deritend, Birmingham.

A first and final dividend of 1s. 6d. is now being paid in the above at Whitehall Chambers, 23, Colmore Row, Birmingham.

W. McCARTHY (Wm. Hy. Lloyd McCarthy), mail-cart manufacturer, 54 and 56, Wood Street, Walthamstow.

A deed of arrangement, dated October 2nd, was filed on October 9th. The unsecured liabilities are given at £1,733 10s. 6d. The deed provides for payment of a composition of 2s. 6d. in the pound, by two equal instalments, at three and six months, from September 27th, 1894, secured by the assignee and trustee, Mr. John McCarthy, gentleman, Bellair, High Beech, to whom is assigned the goodwill, stock, &c., as indemnity. Among the creditors are the following:—

	£	s.	d.
Brown Bros., London	117	0	0
Jackson, Ruston, & Keeson, London	22	0	0
Noble & Hoare, London	12	0	0
Pritchard & Englefield, London	60	0	0
Swainson, Watts, & Co., London	11	0	0
Austen, Mrs., Canterbury	50	0	0
Melville, A., Walthamstow	10	0	0
McCarthy, Jno.	1,300	0	0
Gould, E. H.	51	0	0

GEORGE W. WARNER, dealer in furniture, prams, &c., 58 and 58A, Rupert Street, Norwich.

A deed of arrangement was filed herein on October 12th. Unsecured liabilities, £862 14s. 4d.; estimated net assets, £380; secured creditors, £20. Among the creditors are the Midland Perambulator Company, Birmingham, £11. A receiving order was granted and the debtor adjudicated bankrupt on October 19th.

HENRY SMITH, cycle agent, domestic machinery and hardware dealer, 17, North Street, Guildford.

A deed of arrangement was filed in the above on October 17th. Unsecured liabilities, £620 7s. 6d.; estimated net assets, £404 13s. 2d. The following are the principal creditors:—

	£	s.	d.
Caswell, Hy., London	18	0	0
Joel Cycle Company, London	13	0	0
Marriott & Cooper, London	65	0	0
Murdoch, J. G. & Co, Limited, London... ...	11	0	0
White Sewing Machine Company, London ...	42	0	0
Rippingill & Co., Birmingham	42	0	0
Smith & Sons, Birmingham	25	0	0
Buckingham & Adams, Birmingham	14	0	0
Centaur Cycle Company, Coventry	59	0	0
Raglan Cycle Company, Coventry	16	0	0
Townend Bros., Coventry	17	0	0
Turner & Fellows, Dudley	15	0	0
Tanner, C. Guildford	12	0	0
Hardy, Guildford	15	0	0
Gammon, Guildford...	19	0	0
Grimwade & Co., Stoke-on-Trent...	19	0	0
Ford & Co, Surbiton	29	0	0
Marston, J., Wolverhampton	17	0	0

CHARLES F. G. BOYES, musical instrument dealer and cycle agent, 78 and 78A, Darlington Street, and 8, Brighton Terrace, Merredale Road, Wolverhampton.

A meeting of creditors herein was held on the 11th ult., at the office of the Official Receiver. The debtor was represented by Mr. G. M. Martin. The summary of debtor's statement of affairs showed gross liabilities amounting to £980 15s. 9d., of which £963 0s. 9d. was expected to rank as unsecured creditors. The assets were set at £994 4s. 7d., leaving a surplus, as explained, of £31 3s. 10d. A resolution was passed adjudicating the debtor a bankrupt, and it was also stated that he had no offer to make. A trustee and committee of inspection were duly appointed.

ALEXANDER ADDISON & CO., cycle and domestic machinery dealers, Silver Grove Street, Glasgow.

The above have offered 5s. in the pound, but the creditors are demanding 7s. 6d., payable at once.

COUNTY COURT JUDGMENTS were registered on September 20th against Charles Aukers, machine dealer, 22, Hospital Street, Nantwich, for £23 17s. 9d., and on September 25th against A. D. Crouch, sewing machine dealer, 85, Donnington Road, Reading, for £10 7s. 1d.

DISHONEST SALESMEN.

During the past month there have been several prosecutions of canvassers. At Bradford, John Kay, 30, was found guilty of embezzling £27 and was sentenced to 14 days with hard labour.—William Butterfield was sentenced at Leeds to three months with hard labour, and at the North Walsham Petty Sessions J. W. Starkey was sent to prison for six weeks with hard labour for embezzlement. All the above were *employés* of the Singer Manufacturing Co.—John Scarfe, canvasser for King's Universal Supply Company, was fined at Southampton £2 for stealing a number of watches and rings value £18, the property of his employers.

CONCERNING SCOTLAND.

We beg to announce that we have appointed Mr. FRED. DICKSON, of 3, Morrison Street, Edinburgh, our Sole Wholesale Agent for Scotland for our Sewing Machine Needles, and who will, upon receipt of post card, forward per return full list and lowest quotations for every kind of Sewing Machine Needle made.

S. COX & CO.,
Sewing Machine Needle Manufacturers, Alcester.

ST. GEORGE'S CYCLE COMPANY, 298, Upper Street, N., the Cheapest and Best house for cycles, cycle fittings, accessories, lamps, bells, saddles, &c., tyres of all kinds, pram. tyres, cement, and pram. fittings. Send for our 1894 List which is now ready, and will be found the most complete and useful in the trade. All repairs, nickel-plating, and stove-enamelling executed with despatch. Our new rubber mud-guard and toe-clip for rubber pedals was the novelty of the National Show.

TRAVELLER WANTED for the United Kingdom, to represent a wholesale firm of Sewing Machine and Cycle Manufacturers —Address, stating salary, reference, and experience, S., c/o *Sewing Machine Gazette* Office.

BELTS.—Round Belts made from best quality Leather, 54 to 57 in. (assorted), 16s. per gross; 44 to 48 in., 14s. Other sizes equally low. Also in 200 ft. lengths.

OILS.—Refined Sewing Machine Oil, attractively put up in 4 oz. bottles, at 16s. 6d. per gross.

J. W. CABLE & CO,
35, Clerkenwell Road, London.

STAR MANUFACTURING CO.'S

Baby Carriage and Mail Cart Exhibit.

SAME PLACE AS LAST YEAR

STYLISH. STRONG.

STANLEY SHOW.

A Choice and Complete Exhibit of Practical Goods for Next Season.

STAR

Novelties in all classes of Goods, suitable for all Classes of Trade.

STANLEY SHOW.

SAFE. SALEABLE.

AT

AGRICULTURAL HALL, ISLINGTON,

Nov. 23rd to Dec. 1st inclusive.

WORKS:

GOODINGE ROAD, YORK ROAD, LONDON, N.

Patents.

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

APPLICATIONS FOR LETTERS PATENT.

17,638. J. W. Watts, for improvements in latch needle knitting machines and in appliances therefor.

17,683. G. H. Scetrini and H. K. Bridger, for improvements connected with shoe sewing machines.

17,707. A. Anderson, a communication from G. Neidlinger, of Germany, for improvements in hemstitch sewing machines.

17,729. G. R. Peare, for an improved shoe sewing machine.

17,807. W. S. McLennan and T. Morton, for improvements in children's carriages or mail-carts.

17,839. W. E. Tyrrell, for improvements in apparatus for use in sewing together or stitching parts of shoes and other goods similarly stitched.

17,956. G. L. Rothschild and H. V. Baker, for an improved mail-cart convertible into a perambulator.

17,957. H. V. Baker, for an improved perambulator or mail-cart, fitted with pneumatic cushions.

18,029. F. H. Dodson, for improvements in or connected with sewing machines, for lettering, marking, or other fancy stitching.

18,111. L. H. Smith, for improvements in multiple or gang needle sewing machines.

18,194. J. Mills, for a convertible mail-cart.

18,213. H. H. Lake, a communication from W. M. House, of United States, for improvements in sewing machines. Dated September 25th, 1894.

18,634. G. J. J. Hoffmann, for and on behalf of the Boas King Knitting Machine Company, for improvements in knitting machines.

19,012. W. Legge, for improvements in mail-carts and other vehicles.

19,077. E. Buxtorf, for improvements in knitting machines.

19,122. A. Anderson, a communication from the Singer Manufacturing Company, of United States, for improvements in sewing machines, and feeding mechanism applied thereto.

19,125. G. W. Beach, for improvements in knitting machines.

19,134. W. H. Harrop, for improvements in sewing machines.

19,298. J. H. Smith and F. W. Pare, for improvements in and applicable to knitting machines.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

(Price 8d. each.)

16,396. *Embroidery Machines.* H. C. Sheldon and W. Lockwood, both of Nottingham. Dated August 31st, 1894.

Consists mainly of a multiple embroidery machine, in which the tissue frame is automatically moved for each stitch, and in which the direction of such movement may be changed as required to follow a pattern simultaneously with the adjustment of the cording or braiding guides.

18,677. *Sewing Machines.* H. More, of Wellingborough. Dated October 5th, 1894.

Relates to lock-stitch sewing machines, in which the bobbin or thread case is supported within a continuously rotating shuttle. The rotary shuttle is arranged to support a thread case adapted to hold a ball of thread, or a shield adapted to hold a cop, reel, or bobbin of thread.

11,865. *Sewing Machines.* H. Haddan, a communication from the Goodyear Shoe Machine Company, of Boston, Mass, U.S.A. Dated June 19th, 1894.

Relates principally to that class of sewing machines which employs a circular-curved awl and hooked circular needle, and which are intended for use in attaching welts to the insole and upper of shoes by means of thread, usually waxed thread, and the improvements are specially designed to make use of two waxed threads, and to form what is generally known as a lock-stitch.

14,250. *Sewing Machines.* H. F. Mason, of Natick, Mass., U.S.A. Dated July 24th, 1894.

Relates to improvements in wax thread sewing machines, and is particularly designed for the purpose of sewing soles to the uppers of boots and shoes, for sewing the welt and upper together, as well as for sewing and uniting other articles of leather.

UNITED STATES PATENTS.

ISSUED AND DATED SEPTEMBER 4TH, 1894.

525,661. Z. Lecaisne, Paris, France, circular knitting machine.

ISSUED AND DATED SEPTEMBER 11TH, 1894.

525,705. F. C. Hannahs, Kenosha, Wis., child's cart.

525,879. J. H. Way, Philadelphia, Pa., sewing machine.

525,885. W. S. Clark and M. H. Willis, Easton, Mass., sewing machine.

525,964. G. Nadeau, Marinette, Wis., runner attachment for children's carriages.

526,012. W. E. Elliott, Marion, Iowa, button attaching machine.

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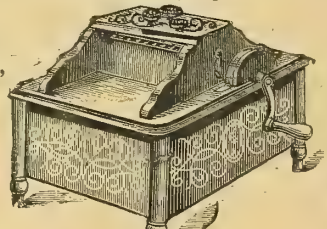
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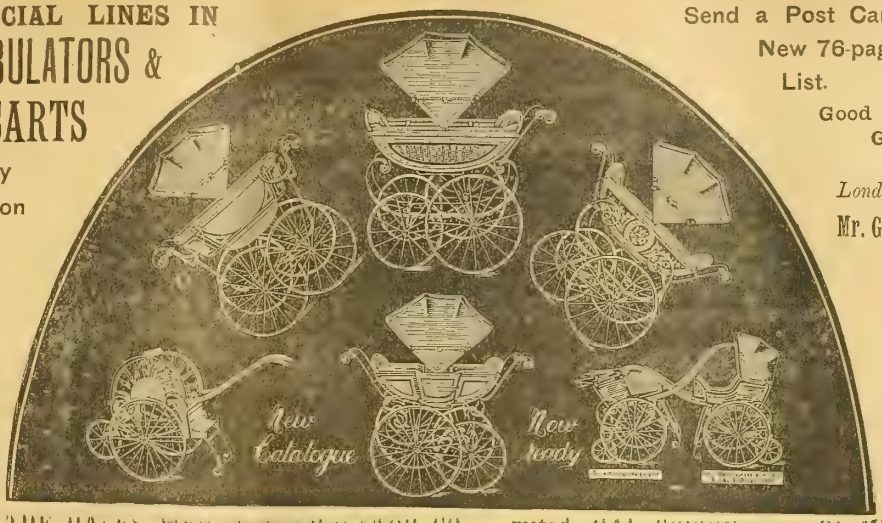
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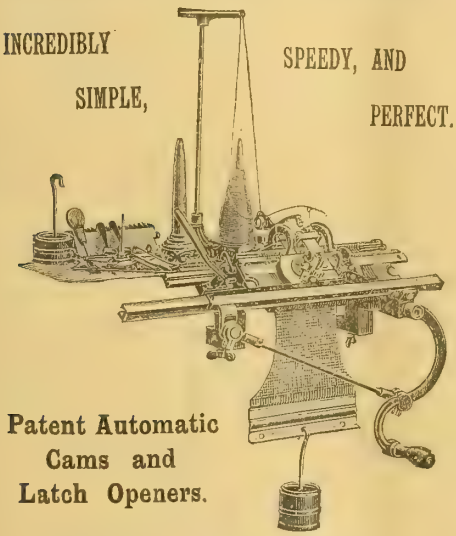
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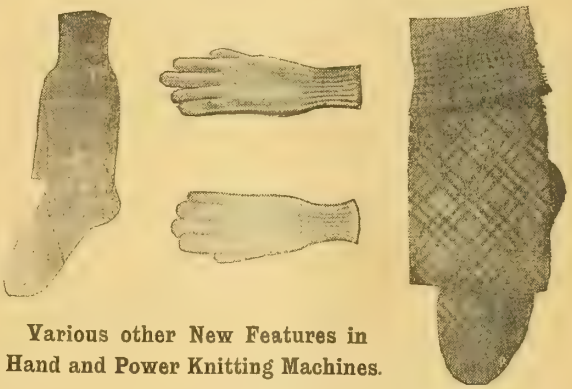
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(See page 26 for other advertisements.)

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Editorial Notes.

The Unfair Trading Question.

We print elsewhere a short report of a meeting of the sewing machine trade, held in London last month. We do not know with whom the idea originated, but it would seem that a number of representative firms felt that some action was called for, judging from the signatures to the circular convening the meeting. Those present appeared to be absolutely unanimous in thinking (1) that a great evil exists in the trade; (2) that it can be readily cured.

Now, if it is really a fact, as several members of the trade aver, that there does exist a class of canvassers who make it their regular business to try and discover persons who have contracted to purchase sewing machines from other firms, and then to worry the purchasers until they send back the machines, all we can say is that the term "dirty" used at the meeting was by no means misapplied.

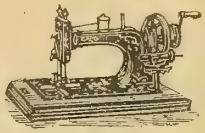
How is it, then, that one of the most useful trades in the country should have fallen so low in the opinion of its own members? This is an interesting question, and one on which opinions may vary considerably.

It is highly probable that the system of "free trial at home," which prevailed so extensively in the early days of the trade, has had something to do with the present objectionable practices. As many of our readers well know, in the old "appro." days the ousting of a competitor's machines was raised to a fine art. Is it unreasonable, then, to think that here is to be found the root of the present evils?

Another factor in the trade should not be overlooked—viz., the intense hostility which originated in the early days of the trade—hostility which, judging from the representative nature of the audience at the meeting—would, happily, seem to be on the decline. The friction we speak of has been largely due, we are convinced, to another cause—viz., the use by A of B's name to sell A's goods. We are aware, of course, that under certain circumstances A may be perfectly justified in mentioning B's name, but there is, we are assured, a deep feeling among the B's that their names are often used by the A's for the purpose of deception, and to the detriment of the B's.

There is one other cause for the present state of things—viz., the fierce competition that exists in canvassing for sewing machines. It is practically impossible to employ canvassers on any other than a commission basis, and it is necessary that a certain amount of business be done every week. We can, then, readily understand that a canvasser may find himself at the week-end face to face with dismissal unless he "plants" a machine within a few hours, and that a lazy and unscrupulous man may see a chance of gaining an order by turning out a competitor's machine and supplanting it with his own firm's article.

All the speakers at the trade meeting agreed in stating that turning out another's machine does not pay. Clearly it is wrong on ethical grounds, and if it is also unprofitable on commercial grounds, we really fail to see why it should continue. We shall not at present go into the question of remedies, as the newly-formed organisation has not, so far as we know, yet decided upon any definitive course of action. We can only say that any plans which they can suggest, calculated to improve the moral tone of the sewing machine trade, should, and no doubt will, receive the hearty support of every firm in the trade.



Section

HOW TO OVERCOME SOME OF THE MISTAKES WE MAKE.

By Charles H. Peachey (Stafford).

Mr. A. V. Eteran is quite correct in his remarks in your valuable journal of November, and with your permission I would point out a few facts. After twenty-five years of experience in the sewing machine trade he attributes it to over-confidence without practical knowledge. True; now I will point to what I have experienced in many parts of England. First, managers for different companies are in want of canvassers, and with some companies we read the advertisement, "Good opening for drapers' and grocers' assistants out of employment." Here is a mistake, because, to be a qualified sewing machine man requires one almost made for the job. These men are coached by a superintendent, and in nine cases out of ten know little or no more than the draper or grocer. What are the results? They work like Britons, and in their way they secure orders on "appro." The machines are delivered, and, as usual, the teacher takes it in her turn who to call upon, and in very many cases when she arrives to give the lesson she finds another machine there and the would-be customer quite handy with the one that arrived first.

"How is this," she will say, "I have come for the sole purpose of making you efficient with our machine." "But what is the use," is asked, "I can work this very well, and don't care to bother myself further with any other"—this is the result of the grocer or draper. The remedy is easy if manufacturers and dealers would employ good practical men who, when they had obtained an order, would and could follow the machine along to its customer. Thus the evil would be overcome. I have practised this in Kent, Berks, Oxon, Yorkshire, and other counties with the good result that seldom did ever a machine get returned if it was a genuine "appro." I have met many awkward customers in rural districts, where practical knowledge is put to its test. I will illustrate one.

Some sixteen years ago I was calling house-to-house, commonly called canvassing, in Berkshire, and I happened to call upon two old maiden ladies, who, with the needle, were experts. They laughed at the idea that I could produce a machine to beat them, as they called it. I, of course, gave them praise for their work, telling them I could bring a machine that would beat them hollow, hands up. "Then," said the elder of the two, "if you can produce a machine to excel me I will purchase it for cash, but, in case you should bring one, let it be a hand machine." Delighted with the challenge, I went next day with a Bradbury "Wellington" hand machine, with "O" needle, 100-cotton, and a piece of tissue paper. Calling at the house I presented the machine, and they said, "Then you have kept your word?" "Certainly," I at once replied, placing the machine upon the table, with the remark from them, "It's a very pretty one." I, at the same time, took from my pocket-book the tissue paper, and, simply doubling it to two thicknesses, and with a small stitch, I at once began operations, to the astonishment of both. One said to the other, "I think the gentleman has beaten us." After removing the "O" needle and placing a "I" in its stead, I left after awhile, and with the cash.

I could illustrate thousands of cases of great interest but, as I am not quite in my usual health, I will leave it for your next issue. I claim, however, to have gone the trade through, and sold as many machines as anyone; and to Mr. Hermann Loog and other makers I am well known.

In some other issue I will illustrate the true facts for salesmen's guidance, after twenty-five years' experience, and state how to overcome some of the mistakes that are made, &c.

THE UNFAIR TRADING QUESTION.

On the 8th ult. there was held a meeting of the London sewing machine trade, at the Chamber of Commerce, 145, Cheapside, E.C., convened by circular signed by Messrs. G. W. Phillips (Vertical Feed Sewing Machine Company); W. J. Harris (W. J. Harris & Co., Limited); G. E. Teale (Bishop's Cluster Co.); George Sawyer (White Sewing Machine Company); R. J. Johns, and James A. Jackson (Bradbury & Co., Limited).

The circular read as follows:—"We, the undersigned, beg to call the attention of all persons connected with the sewing machine trade to the unfair methods of trading, known as the 'turning out' system, and regret that some persons still allow their servants and agents to carry on these pernicious tactics. We deem it advisable that the trade should combine unanimously to protect their interests."

There was a good attendance of the trade present at the meeting, among whom we noticed the following: Messrs. J. B. Allpass (Hastings, Limited); F. Allpass (Ellis & Co., Limited); Bryant, Barnett, Bimberg (Seidel & Naumann); Beringer (Adam Opel); Charles Bradbury (Grimme, Natalis, & Co.); Bray; E. Collier; Garton (Highbury Machine Company); Imrie (Wheeler & Wilson Manufacturing Company); J. A. Jackson (Bradbury & Co., Limited); R. J. Johns; H. Lloyd (Lloyd & Co.); W. S. Moiser (of Sheffield); G. W. Phillips (Vertical Feed Sewing Machine Company); Perry; Robins; Rausnitz (Gebruder Nothmann); Ridler; Sawyer (White Sewing Machine Company); Zschwinzscher (Biesolt & Locke); Thomas; Wilson (National Sewing Machine Company); Teale (Bishop's Cluster Company), &c.

On the proposition of Mr. J. B. Allpass, Mr. G. E. Teale was voted to the chair, and in his opening remarks said that he did not know what claim he had to the post except, perhaps, that he had acted as a kind of mediator in a dispute between two London dealers, who were once at loggerheads and are now at peace with each other. This change had been brought about by means of an agreement, under which each party bound itself to compensate the other should any machine be "turned out." The signatories to the circular had thought that as an understanding had been come to with the happiest result in the case of two firms, there was every reason to think that a similar understanding might be successful throughout the trade. He would just give an instance of what he considered unfair trading. A. sells a machine to B., to be paid for by instalments, and gets an agreement signed. C. calls on B., says the machine is rubbish, and gets B. to send it back and to take one of his own firm's machines in its stead.

The foregoing, said Mr. Teale, is not a fancied case, but a common cause of complaint, and he gave another example which had come before him, in which the customer had paid the dealer two monthly instalments. C. hears of this, gets the customer to send back the machine and tell the dealer who supplied it that she had no further use for it, and C. then supplies one of his own machines.

The third case cited was one in which F. discovered that G., a rival sewing machine dealer and jeweller, had supplied a watch on instalments. F. does not sell watches, but because G., his competitor, sells both watches and sewing machines, F. worries G.'s customer until the watch is returned and one of F.'s sewing machines accepted in its place.

The foregoing, continued Mr. Teale, shows the existence in the sewing machine trade of a mean, despicable disposition that requires stamping out. The question is: how are we to bring about the change which all admit is desirable? He (Mr. Teale) might state that he knew the time when to be a sewing machine man meant nothing to one's dishonour, but how the times have changed! It would not be an exaggeration to-day to state that there is no trade in the country played so low down as the trade they were engaged in. He did not find fault with anyone in particular. He dealt with the matter as a principle, and his desire was to arouse a healthy, honest feeling which would make for a decided improvement in the moral tone of the trade.

Mr. Teale then read the agreement to which he had previously referred, as a basis for a general understanding among the trade, and suggested that the present, which was merely a preliminary meeting, should be followed by a gathering of the whole trade, say at the Stanley Show, and that all should be requested to assent to the following:—

1st. That no member of the trade signing the agreement should use any competitors name to assist him in disposing of his machines.

2nd. That no employer should himself, or by his agents turn out a competitor's machines.

3rd. That in the event of a breach of the above the offending party should pay the injured party a sum to be agreed upon as compensation.

4th. That in the event of any firm or firms not signing such an agreement, the whole of the signatories thereto bind themselves to protect each other, and to take such legal steps as may be deemed expedient to force such firms to conduct their business on a fair basis.

The above, said Mr. Teale, are merely suggestions for an agreement, and he invited the fullest discussion thereon.

Several gentlemen then expressed their views on unfair trading. Mr. Jackson said that his firm (Bradbury & Co Limited) would not give way to anyone in their aversion to one firm sending back another firm's goods, but they had no sympathy for any firm who used another trader's name to sell their goods. They must, therefore, be careful not to let the proposed organisation be mixed up in any trade name dispute.

Mr. W. J. Harris said that he had suffered very much for years past from his machines being sent back, not for any legitimate reason such as bad quality or misrepresentation, but merely from another firm's men worrying his customers until they, in sheer self defence, broke their contracts. It seemed to him monstrous that the trade should submit to such a dirty system of trading.

Mr. Bray, being called upon by Mr. Harris to give his experience, said that as he had a lawsuit in progress he could not speak freely, but might state that he was certain that it paid no trader to send back another trader's machine. He had himself investigated 150 cases the past few months, and was prepared to say that if matters continued as they were the sewing machine trade was not worth doing. He instanced 12 cases were machines had been displaced by a rival firm, which so disgusted the purchasers that 10 of them reused to have a machine at all after having broken their contract. Thus in only two out of the 12 cases had the meddlesome firm succeeded in getting in their own machines. He (Mr. Bray) felt certain that a mutual understanding could be arrived at which would put a stop to the turning-out system, which was a disgrace to the trade.

Mr. W. S. Moiser said that hearing of the meeting he had run up from Sheffield to add his voice to the demand which was at last being raised for an improvement in the moral tone of the trade. He then gave two instances to illustrate the trouble as he found it. He had in each case supplied a Vertical Feed machine which the hirers said they were well satisfied with. After paying the instalments for nearly 12 months, one of these was sent back and 30s. allowed off another machine by the rival maker, who had worried the hirer into sending back the Vertical Feed. In the second case the same maker's canvasser not only got permission to send back the Vertical Feed machine, but actually wrote him a letter as though he were the hirer, stating that he had no further use for it. It is absurd, said Mr. Moiser, that this thing should continue. It paid no one; but, on the other hand, demoralised both the canvasser and the customer, and the latter was never any good if obtained by such dirty methods. One cause of trouble was the bad character of many canvassers, who roamed about from firm to firm putting in A.'s machine to-day and displacing it with B.'s machine to-morrow. He found that during the past four years exactly £640 worth of sewing machines which he had supplied, and which gave complete satisfaction, had been thrown on his hands through the interference of others in the trade.

Mr. J. B. Allpass then proposed that it is desirable to form an association to put an end to the unfair trading which prevails in the sewing machine trade. Mr. G. Sawyer seconded, and it was carried unanimously.

The second resolution was to the effect that the following form a committee to consider the carrying out of the resolution, viz., Messrs. J. B. Allpass, E. Collier, Harris, Jackson, Johns, Phillips, Powell, Pike, Robins, Sawyer, Teale, and Thomas.

The meeting closed with a vote of thanks to the chair.

We are requested to publish the following:—

"The committee of the sewing machine trade formed to consider the question of unfair trading have held two sittings, and have decided that there is not time for the required documents to be prepared and arrangements made in readiness for the Stanley Show, and therefore defer for the present the holding of a full meeting of the trade."

MR. GEORGE MILNE AND HIS EMPLOYEES.

On the evening of November 9th, in the Masonic Hall, Rutland Crescent, Glasgow, the second annual supper was held of the employees of Mr. George Milne, mangle maker and sewing machine dealer, 280, Shields Road, Glasgow. Mr. George Milne presided, and was supported on the platform by Mrs. Milne, Baillie and Mrs. Crosher, and the Rev. John Gunson, Kingston Parish Church. The employees and friends sat down to an excellent supper, purveyed by Mr. J. M. Picken, Paisley Road, Glasgow. After regaling the inner man,

The Chairman expressed the pleasure he had in seeing such a large company. As they had such a lengthy programme to go through he would not detain them with any speech. He was very good at the hammer, but very bad at the tongue. (Applause.)

The Rev. John Gunson said he was very glad to be present on that occasion, and see such a large gathering. He felt it a privilege to be able to support Mr. Milne, and to be in a position to congratulate him on his very recent success. (Applause.) He was quite sure the employees would be proud that their employer had become a Commissioner of the burgh of Kinning Park, and having become a Commissioner would in turn become the Provost of that burgh. ("Hear, hear," and applause.)

Baillie Crosher, at the outset, said it had come upon him as a surprise to be called upon to say a word in support of his new colleague. It gave him great pleasure to be present that evening and assist his esteemed host to the best of his ability. It was a very nice thing to see an employer mix up with his employees, as it was a strong indication of the good feeling which existed between them. He never thought Mr. Milne could command such esteem as was shown on that occasion. It said a good deal for him, and he hoped it would long exist; if it did continue, nothing but success and prosperity would attend him. He had also very great pleasure, in the office which he held, in congratulating Mr. Milne on his success in being elected to the Commission Board. When he heard that Mr. Milne intended to run the gauntlet he was very pleased, because he knew if Mr. Milne was successful they would have a gentleman of no mean talents, with a large experience, and one who possessed considerable technical knowledge. They had too few gentlemen like Mr. Milne at their Commission Board; if they had more it would be of some advantage to the ratepayers of the burgh of Kinning Park. (Applause.) From what he knew of him he could safely say that their employer would lack no energy in working to the satisfaction of the ratepayers and to the credit of himself. (Applause.)

Mr. J. J. Watt proposed the toast of "The Chairman." He expressed the generous respect and good-will of the employees towards their employer, Mr. Milne. Since they had met last there had been many changes, within and without the business. Among all the changes it was satisfactory to find that no alteration had taken place in the head of the firm, and no change in the good feeling which had all along existed between him and his employees. (Applause.) He was also pleased to congratulate him on the successful termination of his contest for a seat at the Commission Board of Kinning Park. In conferring such an honour on Mr. Milne, the ratepayers shared in the honour of getting a good representative, with a clear head, a warm heart, an extensive knowledge of business in its various forms, and with an earnest desire to further the interests of the burgh—in short, they had got the right man in the right place. (Applause.)

Mr. Milne, in reply, thanked them for the kindness they had shown him that evening, and for the flattering way in which they had spoken of him.

Messrs. Yule, Clark, and Stewart having rendered several songs in capital style.

Mr. J. Johnstone proposed the next toast, "Branch Warehouses." It was a sentiment in which everyone was interested. The city of Glasgow had about one-eighth of the total sales, and next to that came Edinburgh, which had sold more mangles this year than any other year.

Mr. Clark, in reply, said that he was the representative of Mr. Milne in Paisley, and he was glad to say that they could not go into a tenement but they would find one of Geo. Milne's wringers. He wished every prosperity to the "Branch Warehouses," and if they wanted to succeed they would require to be careful, to be obliging, and to be firm and decided. The straight up-and-down principle was the sure road to success. (Applause.)

Mr. G. Milne, jun., submitted "The Works," which was replied to by Messrs. Hughes and Orr; while the "Ladies" was proposed by Mr. R. Bain, and responded to by Mr. H. Yule.

At the various intervals during the evening songs were contributed in an exquisite manner by Messrs. Bain, Cunningham, Nichol, M'Kinlay, and Clark, a very enjoyable evening being brought to a close, after a dance, with the singing of "Auld Lang Syne."

THE "PFAFF" FACTORY.

Messrs. Wilhelm & Co., wholesale agents for Mr. G. M. Pfaff, send us from their London office, 132, Wool Exchange, E.C., a small pamphlet, the introduction to which reads as follows:—

The Pfaff sewing machine factory, founded on a small scale in 1862, now ranks as one of the first and most important sewing machine factories. From a small beginning it has risen, in a comparatively short time, to an establishment of gigantic proportions, employing 700 skilled workpeople, with an output of 30,000 machines annually. The Pfaff factory makes sewing machines only, and the energy and experience of the entire staff is concentrated solely to that article, which is furnished suitable alike for family use or for the workroom and for factories. From the first the manufacturer's aim has been to turn out machines of best quality only, and his labours in that direction have been fully appreciated as his constantly-increasing business proves. The name Pfaff is now accepted as a guarantee by all judges for good quality and finish. Every Pfaff machine bears the name Pfaff on both sides of the arm and the trade mark, so that every purchaser is protected against fraud. The factory arrangements are of the most elaborate and efficient kind. All practical improvements are adapted the moment they are discovered, and the result is the Pfaff machines are now known and appreciated throughout the world; they have no superiors; the make, quality, and finish is in every way reliable. All parts are manufactured by the most experienced workmen under the personal supervision of a staff of thoroughly practical managers. The factory covers an area of 8,500 square metres, and the commodious workrooms occupy three and a-half floors, all lighted by electricity. The proprietor does not cater for business at exhibitions, his reputation being so firmly founded that these means of advertisement are quite unnecessary; he is content to rely on the universally recognised high-class quality and fine finish, conscientious workmanship, and prompt execution of orders which he bears not only for the maintaining of the satisfactory business relationship which exists between his firm and present clients, but also for the placing of many more names in his books.

RETAILING SEWING MACHINES.

Our enterprising New York contemporary, the *Sewing Machine Times*, has sent us No. 2 of its "Supplement," which contains two suggestive articles, entitled "Retailing Sewing Machines." One of these, written by "An Active (twenty-four years) Veteran," might, we think, with advantage be studied by British firms, although several of the customs referred to have no counterpart in this country. The following is the article exactly as printed in the "Supplement":—

THE TRADE.

I assume that for this purpose "The Trade" is the merchandising branch only; that invention and manufacturing are not to be considered; that trade, I am writing of and for, is interested only in questions concerning the satisfactory and profitable sale of the merchandise; that history or statistics or mechanical problems are not of interest, except as illustrations. I might say that I understand *making money out of the sale of sewing machines* to be the subject of greatest interest to the active trade.

THE GENERAL MANAGEMENT.

While my talk is to the retail branch of "The Trade," let me say first a word to you who stand back of it.

Briefly: The present conditions of trade are not such as favour large ventures, extensive organisations, or widespread combined operations.

The trade you have to deal with now is more of an individual character than ever before, and more than ever governed by local and individual influences. Its marked peculiarities are disappearing, its regard for old customs and traditions is weakening, and the difficulty of holding it up to any prescribed line in the detail of its business is so great that terms and conditions must be of a very general character if applied to any extent of territory.

The trade is now in the hands of men who look at it from constantly changing points of view, and the stability of your interests must depend more on the usual mercantile contingencies, and on specific precautions, than on any governing rule of universal application.

It seems important, then, in your own interest, that you should neither seek nor accept trade except from dealers who recognize the principles and the comities of trade, and who, by their own accord, conduct their business accordingly; and in thus, and to that extent, controlling the retail trade, you can serve in common the wholesale and retail branches.

The dealers, as a body, desire legitimate and fair trade. They have suffered some from competition that could not be so classed. It lays with you to protect them in this while advancing your own best interests.

THE PROFITS.

That the trade may understand from the start the ground I am going to take and to argue from, I state here that the business is a profitable one. We estimate business as we do measures—by comparison. Apply the standard of success to this and other lines, this will not suffer. It is estimated that ninety—most statisticians put it at ninety-five—per cent. of the merchants of the country fail—become insolvent. There is no such fatality as this in the active sewing machine trade.

There have been no great fortunes made through the sale of sewing machines. That is to the credit of my argument. Where the few make great gains the many are losers. The profits in this trade have been moderate, but good, and well distributed. Thousands of men with nominal capital have made a living for a family and are doing it now; thousands have accumulated enough to start them in broader fields when they reached the limits in this. And there are limits, it must be borne in mind, in this business, beyond which one finds no profit—limits of territory, of population, of industry. A man cannot profitably employ his whole time and whole capital in a field for half that effort. If he finds himself in such a situation he must double his field or halve his expenses.

THE ATTRACTIONS.

In the choice of a business pursuit no one will overlook those features which, without reference to profit, conduce to honour, comfort, and general satisfaction.

The sewing machine dealer may congratulate himself on having a pleasant business and an honourable one. His profits do not come from the misfortunes or ignorance of human beings. On the contrary, they are associated with the comfort, prosperity, and happiness of the community. He gives value for all he receives. His business increases

the comfort and the wealth of the community. The labour and the care involved in it are comparatively light, and sufficiently varied to be free from dull monotony. It is an exponent of modern invention, and its associations are with progressive industries.

The business is stable. It is beyond the influence of fashion or caprice. Change of season requires no change of stock. It requires but a small stock, easily and quickly replenished, and not going out of fashion. These considerations will bear comparison with the general lines of merchandising.

THE POSSIBILITIES.

There is no trade the possibilities of which can be counted with more certainty. The sewing machine is as necessary to the present mode of life as the plough, and as universal in its sphere as the clock. The world could get along without pianos; it could not maintain its present scale of civilisation without the sewing machine.

The demand for sewing machines will be as lasting as that for clothing. The demand will be as constant as that for clothing, and that is increasing as the world increases in wealth and knowledge.

The demand for sewing machines will increase. With the increase of population come new demands. With lower prices come new demands. It is safe to say that the need of a sewing machine is felt in every family in this country. Can any one doubt that every family will have one as quickly as circumstances permit?

With 20,000,000 families, as our next census may show, and machines in use twenty years (as they will not, because of improvements), there would be a million sales a year simply to replace old machines.

Leaving out of consideration the falling off in times of panic and the forced sales that have been made at other times, the legitimate growth of the business has been constant in the past. It will not be as rapid in the future, but it will continue. The trade will not employ as many men; it does not need them. It will not yield as great profits, nor will it require as great capital. It will not require as much mechanical skill or technical knowledge; it will assume more of a merchandising character and hold its place among the necessary and staple articles of trade as long and surely as civilised people continue to wear clothing.

PRESENT CONDITIONS.

To get a correct view of the business as it now stands we must consider the evolutionary stage of the art of machine sewing and of the industries that hinge upon it; we must look also at the conditions of general trade, and we must then make comparisons with other established lines of trade.

The art of machine sewing has passed all stages of novelty, experiment or doubt; and though this fact may rob the agent's business of some of the sentimental interest with which it has formerly been regarded, it brings it on to the plane of established merchandising, where the simple natural laws of trade prevail. The industrial interests depending on the sewing machine have all acknowledged the fact of their dependence, and the introduction to their fields has been accomplished. Their patronage is now a matter of course. And so, though not enjoying the advantages that sometimes, but not always, accrue in working a new field, this trade has now the more certain advantages that come with an established demand for a staple.

The business is depressed at the present moment and dealers are not getting satisfactory results, but that is a condition of general trade, and not to be discussed here. Compared with other lines we see many favourable aspects. We have had no failures of note, and we expect none, for the tide has already turned and improvement is under way. A tendency toward lower prices and cheaper goods, that has had a run in all lines of trade, has reached its limit here, and we know we have touched bottom. The demand is now, more than in the past, for machines that carry a substantial guarantee and afford a fair profit. Other disadvantages under which the trade has laboured in the past are lessening. The old machine question, once an annoying one, has been outgrown. The *valueless* old machines have been got out of the hands of prospective purchasers and seldom come in the dealer's way, except as "kids," from which he can easily protect himself if he desires. Any other machines that he may now take in exchange are sufficiently modern to be of value and readily saleable at fair prices. The evils resulting from a loose system of canvassing are also disappearing. Sales may be fewer but they are better, runaways are scarce, lease customers have greater regard for their contracts, and altogether the tone of the business is healthier than in the past.

The present outlook in this trade is encouraging to those who will take a wide and clear view of affairs.

THE SEWING MACHINE AGENT.

After several attempts to divide the trade into classes whose different surroundings and controlling influences might invite special comment, I will name them in this order: managers, special agents, village agents, country dealers, general dealers, merchants. These terms are not distinctively descriptive, except as I will explain, but they are the best that occur to me. And to all these representatives I will say that after long experience, some of which was in each of the classes named, except that of merchants, I am not able to recommend any rule for universal application, I have no pet scheme to recommend, and I always expect the business to have its drawbacks as well as its pleasant features. I do not expect any man to be successful in it without the exercise of the qualities that bring success elsewhere.

An agent's success depends more on the attention he gives to business than on any special skill or peculiar adaptation for it. It is not a business for the indolent or indifferent; it wants industry and ambition.

THE MANAGER.

The manager of an office, whether for a company or for a dealer, is, in some respects, the most favoured, and in others the most handicapped of any agent in my classification. He has some one back of him for advice and support, but he is not free to follow his judgment. He works under instructions.

A manager may be lazy, as people may be in most any position, but his fault is more likely to be in overcrowding trade. He knows that results are expected from his work, and is anxious to fill expectations. In this way he may take chances on a doubtful character of business when his judgment is against it.

If a manager's position is guaranteed to him, reasonably, and his employer has confidence in his ability, this chance for poor business becomes less. The employer waits, and is satisfied that the result, whatever it may be, is the best the circumstances permitted, or that the errors, if any, are not a cause for complaint against the manager. The result of management cannot be seen at the end of each month.

Whether a manager should be a worker among his men, encouraging and instructing them by example, depends on the man. Some are built that way—others not; that he should have their respect is quite essential to his success.

THE SPECIAL AGENT.

A type of agent that is less common now than formerly, but who I like to think of and commend. He handles but one machine and he controls that one. He has a specialty, in which he has deeper interest and on which he can afford to bestow more effort than he could on the exploiting of machines that he did not control.

He may buy and sell on his own account, or he may be on salary or commission for a central agency, but he has a specialty to handle. His work is easier and he gets more good from it, for every effort he makes helps build up his reputation, his goodwill, and his profits. He is one whom I can consistently urge to *work hard*, for I know hard work brings its reward to him.

The special agent deserves a great deal of consideration from the company or central agency with which he deals. There is much mutual interest. While he works for himself he works for them. It is important for this man to have a good connection, and to keep it up as long as possible. He may better himself by a change, but changes should be avoided, unless plainly for the better. It would be unwise to say that he must never handle another machine, or do general repairing, or otherwise depart from his specialty, but my strongest recommendation is to stick as closely as possible to his specialty.

THE VILLAGE AGENT.

A general dealer on a small scale or a special agent. His business may be done on a commission basis, or he may buy outright. His business is mostly in or close to the village. He knows the whole community and knows where to look for trade. He does not have to beat the bush as much as agents differently situated. He gets his trade with greater ease, though there may not be much of it.

It does not matter much what this man's *special* qualifications are if he has fairly good ideas and has the respect and confidence of the community. He may have the keen instincts of a trader, he may be a skilful mechanic, or a merchant or professional man, giving a portion of his time to the sale of machines. Of course, he must have a liking for the business and must cultivate it by such means as his judgment recommends.

The village agent is liable to two mistakes: he may overdo his small territory, running into disproportionate expenses in the attempt to get more business than it warrants, and on the other hand he may rely too much on his established position and let the business go to sleep for want of some active canvassing. If he handles his territory to advantage he makes more money, per sale, than any other agent.

THE COUNTRY DEALER.

The country dealer is, perhaps, the most important factor at this day in the whole system of agencies. I mean the man who buys and sells on his own account in the country. He may have a city office from which to send out waggons, or he may drive his only waggon himself from a home in the country, but his trade is in the country.

This dealer should have but one make of machine, unless it seems necessary to have both high and low-priced goods, in which case he should have but one of each. This is the only point on which I wish to be emphatic in my opinion. The country dealer must have great latitude in his management, but by no means should he attempt to sell a variety. He will do better with one fairly good machine than with the best half-dozen.

The two cautionary signals I would put out for him are: slow pay and long distances. He has to guard against the countryman's disregard of time and the disadvantages of a trade scattered thinly in remote localities. Care in the first matter, and a systematic working of the territory in the latter, will reduce the trouble from these sources to a very small limit.

THE GENERAL DEALER.

The general dealer is a city man. The country is no field for him. He must be a trader by nature, ready to seize opportunities as they offer, and able to make them when they do not present themselves. If he is a mechanic all the better, but first of all he must be a *trader* by nature or by education.

If he is a man he can safely handle whatever variety of machines his capital warrants. He can sell most anything, and it is not important that he has the best. But he must have good machines. Nobody can do well with poor machines anywhere.

This general dealer in a city can afford to carry a complete stock of supplies. He knows how to handle them and he has a market for them.

But while he can handle a great variety, his natural inclinations are apt to carry him too far, and he accumulates undesirable stock. It is best to study the requirements of his territory and confine himself to supplying the principal demand rather than to try to catch the stray customer, who wants something much out of the common run.

The general dealer should make his expenses light. His ability to *sell* in his stronghold and showy office, or costly advertising, is not the help he needs. His personality is to him what the fine office is to another.

THE MERCHANT DEALER.

There is nothing incompatible between general storekeeping and the sewing machine business. Some of the best sewing machine agents have been dealers in dry goods, hardware, shoes, &c.

But the merchant must do a machine business that is within his limits to be successful. It must be large enough to warrant him in hiring competent help, or small enough for him to give it personal attention. It cannot take its chance along with a miscellaneous stock. And the merchant who relies on his own personal supervision must

understand and appreciate the peculiarities of the trade. If he is not that kind of a merchant he will be a poor agent.

Other things being equal, the merchant has an advantage over all other agents. His other business advertises the machines, brings customers, and divides expenses.

There are very few lines of merchandising with which a sewing machine business will not harmonise; but there are many merchants in all lines who are not well situated to carry it on, and all such had better keep out of it.

The merchant I have in mind, though he may do a waggon business also, sells machines at his store; and for this trade at the store, which ought to be the most profitable, but is often far from satisfactory, he must have facilities. There must be room in which to exhibit and try the machines. Customers will stand at a counter and buy tea and coffee with noise, confusion, and dirt around them; they will not buy a suit of clothes, a carpet, or a sewing machine that way. You can deal out tea for Mrs. A. while telling Mrs. B. the price of coffee; you cannot sell sewing machines that way. The sewing machine customer needs attention, and unless the merchant can give that attention himself or through some competent clerk, he cannot be successful. The business does not require much room, but what it does require is an absolute necessity. It does not require specially fitted up or peculiarly situated rooms, but it must be away from the ribbon counter and away from the salt bin. It does not require *extraordinary* attention, but it wants all the attention that it does want, and it wants it when it does want it, and it wants it intelligently and interestedly—not in a "take it or leave it" manner. The person who has direct charge of the sale of sewing machines must feel and show an interest in his work.

My last words to merchants are: Handle good machines only and avoid the after troubles that poor machines bring. And, again, you must *push* the trade.

THE COMPANIES' ACTS.

On the 21st ult., at the Mansion House, the New Branston Two-Reel Sewing Machin e Company, Limited, 59, Holborn Viaduct, E.C., was summoned at the instance of Mr. James Moss for contravening the Companies Act.—Mr. Harman was for the prosecution, and Mr. Trinder for the defence.—The opening statement showed that the company had bought over one that had previously existed, having the patent of this particular sewing machine. It was said that the capital paid in was £63,664.—A considerable amount of evidence was given to show that the company had not complied with the Act in certain particulars.—Mr. A. W. Morris, secretary, produced the pass-book, which showed that £63,664 stood to their account.—Sir Joseph Savory: Has that sum been actually received?—The Witness: Yes.—Mr. Bernard Boaler was called, and commenced to make a statement as to an examination of the books of the company, when Mr. Trinder objected on the ground that the witness could not possibly know anything about the affairs of the company.—The Alderman: What evidence have you to give about the £63,664?—Mr. Boaler proceeded to give extracts from the books, and alleged conversations with the manager and secretary of the company, contending that only £30,000 had been received by the company.—Eventually the Alderman dismissed the summons, and ordered the complainant to pay £2 2s. costs.—Mr. Moss said he would pay the money in a month.

DISPUTE AS TO QUALITY.

On October 31st, before his Honour Judge Chalmers, at the Birmingham County Court, an action was brought by the Midland Perambulator Company, of 170, Edmund Street, Birmingham, against Frank Ness, of Bridge Street, Burnley, ironmonger, to recover £11, the price of a bicycle.

Mr. Stubbins, who appeared for the plaintiffs, stated that the plaintiffs' traveller called upon the defendant and sold him a bicycle, which was described in their printed list as "Model D, £22, less 50 per cent. discount, weight 28lbs." The terms were slighly varied afterwards by letter, but the machine was duly supplied, and defendant refused to pay for it, because he said it was of inferior quality. Mr. Fred R. London, who trades as the Midland Perambulator Company, admitted that he did not make the bicycle, but bought it from Hearl and Tonks, and Mr. Hearl, on being called, said the cycle (which was produced in court) was all right. It weighed about 33lb., he should think.—Mr. Coley, for the defendant: What do you consider the value of the machine to be to the retail buyer?—Mr. Hearl: Different persons have different prices.—Mr. Coley: I am asking you as an expert.—Mr. Hearl: About £20 or £22.—Mr. Coley: You are speaking of the gross price; what would the retail discount be?—Mr. Hearl: About 20 per cent.—Mr. Stubbins: £11 is a very fair price to charge the retail dealer?—Mr. Hearl: It is.—Mr. Henry Keys, a bicycle maker, valued the machine at £17, less 20 per cent. discount to the retail buyer. He thought it a good machine. They could not get a road machine so light as 28lb, with brake and mud-guards on. Riders would be told that a machine was very light, but it did not follow that it would be as light as represented. If a machine was guaranteed of a certain weight that was another matter.—Defendant was then called, and said that the plaintiff's traveller represented that the machine was a high-grade one, weighing 28lb. with brake and mud-guards, but when he got it he found that it was a very inferior article. It weighed on the scales 35lb., the cranks were weak, the bottom bracket was common, and narrow in the tread, the chain wheel and chain, and brake fittings and saddle were all cheap. He could buy a first-class machine for £10.—A witness named Clark gave corroborative evidence. The machine answered the description in the printed list in the letter, but avoided it in every respect in the spirit. The japanning was fairly good. The rest was very bad. He valued the machine at £8 to £9.—His Honour gave judgment for the plaintiff. The defendant bought the machine, and when he got it he did not like it. He was sorry for him; but the machine answered the description given of it, and the machine was reasonably fit for riding. If a man chose to buy a machine without seeing it or getting a trial of it, he had often a disappointment. He thought the statement of the weight about 28lb. would be sufficiently satisfied by a machine that scaled near that figure without the brake and guards. He gave judgment for plaintiff for £11.

MECHANICAL & TECHNICAL.

THE MANUFACTURE AND USE OF GOLD LEAF.

The manipulation of a bit of gold necessary to its transformation into a leaf of such extreme tenuity that 200,000 of them are required to form a pile one inch in height, is necessarily very instructive and interesting. No other metal admits of such extreme extension as this—at least not by mechanical means—and this fact, coupled with that of its resistance to atmospheric or chemical action, renders it a most useful and invaluable material for decorative purposes, and for which use it is constantly becoming more popular. Half an ounce of gold beaten out may be made to cover one hundred square feet of surface.

Of the manufacture of gold leaf we shall speak but briefly. Seventeen dwts. of gold are meted out to a workman, and in four days he will have beaten this into 2,000 leaves, each three three-eighth inches square. The gold is first annealed in hot ashes, then run between polished steel rollers, which converts it into a ribbon 1-800th of an inch thick. This ribbon is next cut into inch squares, weighing six grains each, and these are placed between fine calfskin vellum and beaten until four inches square. These squares are quartered again, placed between skins—this time the membrane from the intestines of an ox—and beaten out, and quartered until of the right thickness, when an instrument called the waggon cuts them into squares ready for booking. The fragments are gathered up and smelted. The leaves are then placed in the books, which have been slightly rubbed with red ochre to prevent adhesion. To each book go twenty-five leaves, and twenty books make a pack, containing 500 leaves of gold.

There are several shades of gold leaf, due to the presence of alloys. A pale leaf contains an alloy of silver, and is not, therefore, suitable for outside use, nor, indeed, for interior use if certain gases or vapours be present to tarnish the silver. A medium coloured leaf is best for outdoor use. Dutch metal leaf is simply copper which has been coloured by the fumes from burning tin. It has little decorative value.

To test the purity of gold leaf, drop a little chloride of gold upon it, when a brown spot will appear if an alloy be present. Nitrate of silver will cause a gray spot to appear if the gold be debased. Neither of these things will affect pure gold.

Patent gold leaf is the waxed article for use of inexpert workers or for other special purposes. The waxing may be done by the user. Cut the book at the binding; take up a leaf of the paper, rub it well with a bit of ordinary beeswax, then lay the waxed side of the prepared paper on to the gold leaf, pressing down firmly and rubbing gently over the surface so that all parts of the wax may adhere to the gold. The leaf may then be cut up into any size or shape for use, effecting a saving in material but a losing in time. Gilders usually say that their time is worth more than the leaf, and this when they themselves furnish it. They usually save all the scraps, and, when a sufficient quantity is collected, sell it to the gold-beaters or jewellers.

Another method of fixing the leaf is to rub the back of the paper with a wad of raw cotton, damped slightly with spirits of turpentine, or a bit of sponge may be used. The waxing method is the better way. But neither way is in favour with expert gilders, owing to the time it takes to prepare it. But for the amateur some such way is necessary.

The expert holds the book in his left hand, turns back the top leaf to the desired width, folds it down neatly, and with the dry thumb nail deftly cuts the gold leaf along the edge of the fold. The gold is then pressed down against the part to be gilded directly from the book. It will require considerable practice to enable the operator to do this, but when he has acquired the knack there will be no desire to ever go back to the old methods. For gilding letters or large ornamentations, the rule is to hold the book in the right hand, folding back the page carefully with the left hand, and touching the bottom edge of the leaf to the place to be gilded, and firmly pressing the leaf with the back of the left hand against the book,

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AGENTS!

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GLASGOW.

rubbing gently upward. To gild stripes or small parts, the book is held in the left hand. The beauty and permanency of a piece of gold leaf depend largely upon the sizing. It should be applied evenly and smoothly. It should possess certain qualities, such as drying in a proper time, possessing the right degree of tack, &c. Various sizes are used for various purposes. For woodwork two parts Japan gold size and one part finishing varnish may be recommended. Fatty oil made by exposing linseed oil to the sun in an open clear glass bottle is the favourite with many gilders. It requires several months to make such an oil, and it must not be allowed to be in contact with moisture during the process. Colour it with a little chrome yellow. This is an excellent size, but will not admit of varnish over it, being liable to crack. For gilding on glass, crystallised gelatine or isinglass (fish-glue) is used. The latter is the best and most generally employed. An absolutely clean can is selected, a pint of water is put therein, and when it has come to a boil on the stove add a pinch of Russian isinglass, about as much as will lay on a nickel coin. Then strain through a fine cloth. Allow to become cold, and it is ready for use. Make fresh each day.

It is a nice point to determine just when a size is fit for gilding on. If too soft the finished work will appear dull and coarse. If too hard or dry the leaf will not adhere sufficiently. But the most danger is to be apprehended in the former case. The size may be so dry as to exhibit no apparent tack to the fingers and yet hold the leaf well. Then it is to be remembered that sizing dries badly over an undry surface, such as a surface that has been varnished within a day or two. The harder the surface the better the drying of the size. A very smooth surface is necessary to a good job of gilding, as every speck or imperfection of surface will show through the leaf and cause it to look bad. Some surfaces, notably varnished and painted, need to be pounced with whiting to prevent adherence of the leaf to parts outside of those to be gilded. A pounce bag made from a piece of old stocking leg or other equally coarse meshed material is filled with the best grade of gilders' whiting and then pounced over the surface of the work. Years ago it was customary to rub the whiting on with a wad of raw cotton or with the bare hand. This was calculated to cause scratching of the surface by the grit, never absent from the finest whiting, and to stick to the surface and mix up with the size.

The surplus whiting may be removed by gently brushing over the surface with a soft camel hair brush or blender. Some use the half of a raw potato to rub over the surface instead of whiting. The potato deposits a film of starch, which, when dry, answers the purpose of a pounce, and gives no grit and needs no brushing off. In making out designs or letters, use a dustless chalk or crayon made for the purpose, which contains no grit as common chalk crayons do.

Be careful to apply the size evenly, as it will dry quicker in thin spots and slower in heavy, thus giving a very bad surface, parts being too dry or too fresh. Sags or runs or any inequalities will also show through the gold. In using a quick size, do not apply the size too much in advance of the gilding. Blowing the breath on a somewhat too dry size is efficacious, gilding quickly, and pressing the leaf well with the ball of the thumb. Wash and dry the hands before beginning to gild.—*Painters' Magazine.*

HARMONY IN THE TRADE.

On Thursday, the 13th inst., the fourth smoking concert of the sewing machine and kindred trades will be held at the Salutation Hotel, Newgate Street, London, E.C. The entertainment committee consists of twelve of the leading members of the trade, who have entrusted to Mr. Charles Bradbury the drawing up of an attractive programme. Every person engaged in the sewing machine and kindred trades is invited to be present. There is absolutely no charge, nor are any tickets necessary. No doubt many of our provincial readers will be in town for the National Cycle Show, and these should remember that the concert takes place shortly after that exhibition closes, so that a large number of them will not have returned home. To these gentlemen, especially, the committee extend a hearty welcome.

Missing Carriage IS FOUND IN THE MARVEL.

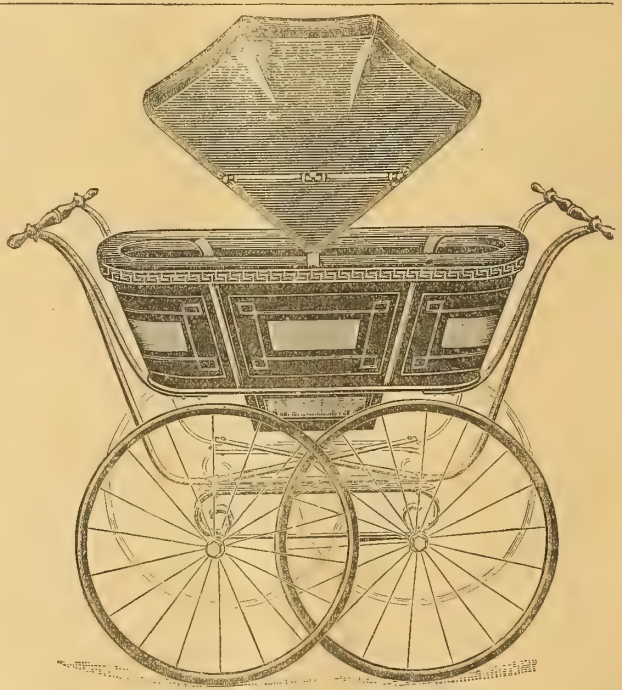
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CLASS A. Papier-maché body, well painted and upholstered, wood hammock handles, wheels, 20in.x20in.

PRICE 24/- EACH.

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SEE THE

KNOCK-OUT CARTETTE,

Circular wicker body, bent shafts, 21 in. wheels,

8/- each or **7/6** each per dozen order.

FULL ILLUSTRATED PRICE LIST on Application.

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SINGER'S SEWING MACHINES.

The Singer Manufacturing Co.

HAVE THE

GREATEST RANGE OF SEWING MACHINES

FOR

ALL CLASSES of SEWING,

FROM

THE MOST EXQUISITE AND DELICATE ART WORK,

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OVER TWELVE MILLION MADE AND SOLD.

Machines of Anybody's Make Taken in Part Exchange.

City Show Room—147, CHEAPSIDE, E.C.

BRANCH OFFICES ALL OVER THE WORLD.

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

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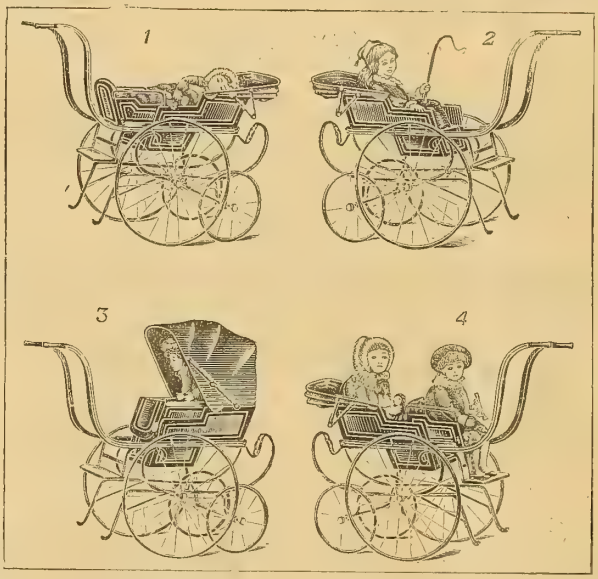
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Patent Combination BABY CARRIAGE AND MAIL CART.

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No Dealer or Home should be without one.

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SPECIAL SUMMER OFFER.

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PLAIN AND FANCY CANOPY COVERS

In a Variety of Patterns.

W. FOSTER & CO.,

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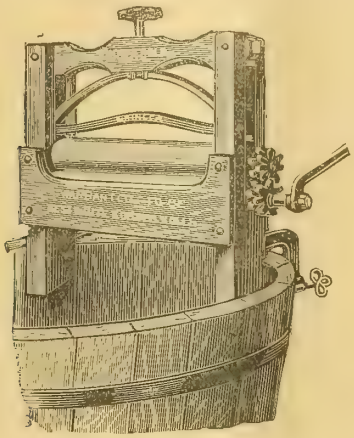
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle. We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



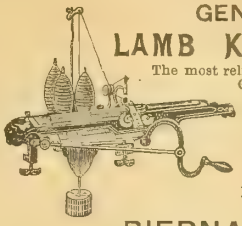
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

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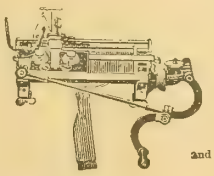
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The most reliable and most easy running Stocking and Glove Knitter in the Market.

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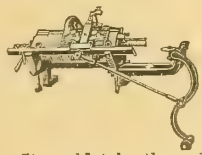
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KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post.
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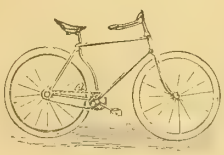
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything in either silk, wool, or cotton.

Write for prices and full particulars to

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Section

THE STANLEY CYCLE AND SEWING MACHINE SHOW.

The above was duly opened on the 23rd ult., and closes this day. Thanks to the energy and enterprise of Mr. E. A. Lamb, the secretary, it is abreast of any of its predecessors, there being no less than 360 exhibitors.

As last year, we do not propose to detail the contents of every one of these stands, but to place before our readers such lessons as a study of the show as a whole suggests.

This year, for the first time, a portion of the gallery was used as a sewing machine section, and, although few firms exhibited, those who did take space made the best of their opportunities.

THE SEWING MACHINE SECTION.

THE WHEELER & WILSON MANUFACTURING COMPANY.

This well-known and highly-respected corporation have a reputation for always doing things thoroughly, no matter whether it is a question of removing their British headquarters, when they must needs erect a new building designed to suit their special requirements, or of exhibiting their machines at a trade show, when they engage one of the most conspicuous and largest sites obtainable, and utilise it to the best practical advantage. The No. 1 stand, in the sewing machine section, then, was no exception to this rule. It was of large dimensions, open on two sides, with a handsomely furnished office on the third side, the whole flanked with a platform of steps on which were exhibited some thirty-five machine heads, alternated with bentwood covers. At the rear also was one of Dougill's gas engines, which not only drove the dynamo used for lighting the stand, but also supplied power to some fifteen machines on factory benches which surrounded the stand. In the centre of the stand were arranged specimens of all the family machines made by the W. & W. Co. in various styles of woodwork. A plentiful supply of bunting, two arc lamps of great power, and fifteen incandescent lamps added a gaiety to the whole and assisted to attract the visitors who literally swarmed round the stand. The Wheeler & Wilson Company some years ago hit upon the happy idea of having operators at their stand at a trade show who are actually in the employ of various manufacturers who use the "Wheeler" machines. Thus visitors were able to see at the "Stanley" the following operations carried on in a practical manner:—Mantle making (Cater, Platt, & Co.), tailoring (Hollington Bros.), boot closing (Raper & Son), shirt work (I. & R. Morley). In addition to this, operators were at work on button-holes, both straight and pear-shaped, eyeleting, variety stitching, &c. Mr. Joseph Powell, the general manager, had, in a word, so arranged his exhibits that the stand told the public in a clear and complete manner that the range of sewing machines made by the Wheeler & Wilson Company cover the whole field of manufacturing, in addition to supplying the wants of the general public. In order to attend to the numerous agents of this

company, Messrs. Dickson & Clay were always in attendance, not forgetting Mr. Bayne, the mechanical expert, who was also present to explain the exhibits. Space does not permit of our giving mechanical details of all the machines; nor is this necessary. We might just state, however, that we found several of the popular No. 9 fitted with ball bearings, which cause this machine to run even easier than formerly, which we should have thought was well-nigh impossible. We specially noticed the D 12 altered to produce half-chain work in a variety of patterns; also the No. 11 using ready-wound cops for the under thread on shirt work, and running at a speed which fully justifies its nickname, the "Flying Machine." Another speciality was the D 12 twin needle machine on stay work. The variety stitch machine, with its endless possibilities in fancy work, the fanning machine, the zig-zag, and other machines also gave pleasure and no little instruction to the visitors. Special notice is due to the "Walking Foot" machine as supplied by this company to H.M.'s Government, which was at work on military clothing, putting in piping and seaming simultaneously.

CHARLES BRADBURY.

This old favourite in the trade had on his stand two of the cleverest inventions of the century, both of which we have previously described. We refer to the "Brunsviga Calculating Machine," and the "Securitas Adding Check Cash Till." His object was to obtain agents for these articles, which are made by the firm of Grimme, Natalis & Co., of Brunswick, whom he has represented in this country for several years. He succeeded, we understand, in doing some good business, amongst his customers for the adding cash till being the Wheeler & Wilson Company, who already possess a "Brunsviga," which, they tell us, they have found of great utility. Mr. Bradbury, of course, also had on exhibit several sewing machines, but for the wholesale trade only. We observed two of the "Natalis" family hand machines—the well-known "Princess," of which there are many thousands in use in this country, and the "Favourite." The latter is offered to the trade as being one of the cheapest, reliable, practical lock-stitch machines in the market.

THE FLANAGAN TWO-REEL SEWING MACHINE COMPANY, LIMITED.

This, the very latest sewing machine concern, made their first bow to the public at the Stanley Show. Sewing machine men throughout the world have, we believe, for years considered that to be theoretically perfect the sewing machine should work from two ordinary commercial reels. They have, however, recognised certain practical difficulties in achieving this desideratum. So many attempts have been made to "fill the bill," most of them miserable failures, that many of the old men in the trade look upon all such machines with extreme suspicion. Most of our best ideas in sewing mechanism, as is well known, originated in the States, but no American firm apparently cares to try and solve the two-reel problem, and the German makers, who, some years ago, were very active in this direction, seem to be leaving such mechanism severely alone. On the other hand, numerous skilful mechanics in this country have been engaged in constructing a practical two-reel machine, and probably not less than £100,000 has been invested in such enterprise the past five years. Is England, then, which gave birth to the first sewing machine, the "Saint," to accomplish the two-reel problem? We leave the answer to posterity; but if perseverance, ingenuity, and enterprise can ensure success we are on the eve of a boom in two-reel sewing machines.

Now, as to the "Flanagan." We first saw the inventor's idea some eighteen months ago, displayed in such a ramshackle manner that we suggested to Mr. Flanagan that he should go home and forget all about two-reel machines. But he only partially took our advice by going back to Accrington, and then set to work with such persistency and ingenuity that he can now show a machine which really produces a good stitch, and appears to possess the elements of success. On another page will be found illustrations which only afford some idea as to the construction of the machine. The principal characteristics of the machine are the shape of the reel-container and the fact that the hook, which is of peculiar construction, oscillates. During the show several agents found fault with the machine because the hook was not given rotary motion, but the inventor claims that he obtains better results in his way than are possible if the hook rotates. He contrasts the two motions as follows:—"The rotary looper has to make three-fifths of a revolution before it can deliver the loop, leaving very little time in which to take up the slack thread and form the stitch, and necessitating too quick a curve in the take-up cam. On the other hand, with an oscillating looper, the loop can be taken from the needle and carried sufficiently far around the reel-container with half a revolution of the top shaft and allowing ample time to take up the thread."

The reel is not placed directly on the spindle of the reel-container, but is passed over a tube, which encircles this spindle, at the bottom of which is a series of pins which engage with the wooden reel. From the top is posed a clip, hinged to the reel-container, and this rests on the spindle aforesaid. A coil spring is attached to the side of the clip with a small screw elevator, by means of which the tension can be regulated. Further, at the top of the clip when resting on the spindle, is an eyelet exactly above the spindle, through which the under thread passes. Lastly, the container has an opening cut on the off side of the looper to guide the thread in order that it may always travel upwards on this side. The method of constructing a frame for the looper and how the container is held in position are too obvious from our illustrations to require details.

We ought not to omit to state that Mr. Flanagan claims that his method of drawing off the under thread relieves the loop from friction when passing under the reel-container, also that the vein at the rear of the container performs a similar service. The machine only takes up one-half the slack thread at each revolution, or, as the inventors put it, two and a half inches only of slack passes through the eye of the needle for each stitch produced.

The "Flanagan" is certainly an interesting machine, and it is well worth the while of dealers to give it a trial, which we regret we were not able to do sufficiently well to warrant our saying more at the present moment. We should like to see it run by power, as we are told that it will do first-class work at a speed of 1,500 stitches a minute.

THE SINGER MANUFACTURING COMPANY.

Selling their machines for the most part through their own depots direct to the public, Singers naturally appeal to the public rather than to the trade, when they take space at exhibitions. Their stand at the "Stanley" was therefore made specially attractive to ladies, who appear to visit cycle shows in increasing numbers. As our readers are aware, this mammoth concern have for several years past made art and fancy sewing a spécialité, and this department of their business must now have grown to large proportions, as their stand was literally crowded with pictures of animals, landscapes, flowers, portraits, and embroideries, not to mention screens and door panels, all worked on their sewing machines. These attracted the gaze of all visitors, many of whom, in a coming contest, have the opportunity of becoming the happy possessors of one of twenty very fine art needlework pictures in handsome frames, to be given away in January next to those possessing the oldest machines. This stand occupied one corner of the gallery, and was sufficiently extensive to enable the company to exhibit nearly, if not quite, all of their manufacturing machines, besides machines for domestic and fancy work. In the manufacturing department a special display was made of Singer's new sectional power benches. Many practical sewing machinists consider as we do, that this is one of the best of the many improvements Singer's have introduced in connection with the factory trade. The trough is of bentwood, and the table built up instead of being solid, and both table and trough are fitted to a metal frame merely by screws, and their construction is such that the bench can be shortened or lengthened with surprising speed. Further, both the benches and hangers for the shafting are adjustable in height. Manufacturers visiting the show had full opportunity of inspecting several of the Singer machines fitted on these benches and driven by the Dowson gas engine. Close at hand were other machines which could readily be placed on the benches and run by power, such as the National button-hole and barring machine, the eyeleting machine, which works three different styles of holes, the chain-stitch wax thread, pillar, and army leg boot machines. Nor have we half exhausted the list. One machine carrying five needles and five shuttles for stay work appeared to especially excite the curiosity of the visitors, as too did the machine at which a young lady was engaged in working names on satin with the perfection of a skilled writer. We should not forget the automatic spool winder. The feeder holds three dozen spools, and each spool falls into its place automatically, is filled and drops into a drawer without the slightest attention.

THE WHITE SEWING MACHINE COMPANY.

Mr. George Sawyer, the general manager of this well-known company, is to be heartily congratulated upon the taste shown at his stand. Although not the largest, it was certainly the most handsome, in the show, and received an amount of patronage second to none. It was extremely well lighted by incandescent electric lamps, which showed to advantage one of the choicest collections of art needlework ever brought together. We spent some time examining the groups of flowers, animals' heads, &c., but cannot possibly convey to our readers a tithe of their beauty; so must content ourselves by suggesting that all interested in the subject visit the White Company's showrooms on Holborn Viaduct, where they can examine the specimens at their leisure. The White Sewing Machine Company have, probably, more accredited agents in this country than any other company in their line, and it is almost superfluous for us to state that they manufacture a variety of machines, including two kinds to sell at popular prices, viz., the "Gem" and the "Peerless" hand machines. The White machines are noted for their light and noiseless running, and are built in one of the largest and best equipped factories in the world. They are finished in the best possible manner, and can be had in a variety of styles as regards the woodwork. The company are making a specialite of a drop machine, the machine being hinged to the table in such a manner that it falls below on being tilted, and is then covered by the table leaf, thus forming a flat table surface, which is certainly more useful than the usual table and cover. The White No. 1 machine is now being supplied with a new patent tension, a thread cutter, an adjustable presser foot, and an imperceptible needle bar at the top of the face plate.

A. MAYER.

This gentleman is one of the latest importers of German sewing machines, with a warehouse at 22, Paper Street, Red Cross Street, London, E.C. His exhibit at the "Stanley" comprised several of Kohler's machines on handsome stands.

THE PRAM EXHIBITS.

THE STAR MANUFACTURING COMPANY.

This well-known firm of baby carriage manufacturers occupied the same position on the ground floor as last year. As formerly, they had contrived to make their stand one of the sights of the show. Some sixty carriages and cars, in twenty-four shades and colours, were on exhibit, arranged on a series of wide steps, with ferns interspersed at intervals, the whole lighted by two enormous arc lamps. No two carriages being alike in design, colouring, or method of suspension, our readers can well understand how difficult it would be to give a full description of the exhibits. We shall, therefore, only mention a few of the most striking features of the show. A carriage painted throughout in black and upholstered in the same colour, the whole bearing a brilliant gloss, and the wheels having cushion tyres, attracted much attention. It will not suit all tastes, but as a show carriage was an immense success. A boat-shaped body, suspended from two handles, finished in light colours, which crowned the stand, secured a large amount of patronage, and so did several bodies with raised mouldings. We were rather struck with a carriage on C springs, upholstered in broadcloth, with pockets, and we noticed that the Star Company are building several of the bodies of their Hammock carriages in wood in place of metal as last year. Further, in the case of some of their cheap designs, they are using steel instead of iron for the springs, at a trifling extra cost. They will, we think, be heartily congratulated upon their new well arrangement. It is a known fact that a detachable well cover often gets mislaid, and this has suggested the making of the cover in two parts, hinged to the well, so that they fold into the sides of the carriage.

1895 SEASON CATALOGUE READY.

Re STANLEY SHOW.

We beg to thank those of our Customers who have already placed their orders with us for next Season; and assure them of our earnest endeavours in their interests.

We desire to point out to Dealers and Agents who have not yet favoured us with their commands, that it is greatly to their interest to do so without delay, in order to give us the necessary time to properly prepare and arrange our output, and secure to them Goods of highest-class finish; also avoiding disappointment and delay when the Season for 1895 *actually opens.*

We also beg a trial order from those who have not yet handled our goods when we feel confident of securing a continuance of their favours.

Our Exhibit at the late Stanley Show called forth the highest encomiums and congratulations from the Trade—to whom we tender our hearty thanks.

STAR MANUFACTURING COMPANY,

STAR WORKS,

GOODINGE ROAD, YORK ROAD, LONDON, N.

Passing to the cars, we notice that they are more numerous than last year. The Star Company appear to have prepared at least twenty distinctly new designs for the coming season, in which the special feature is great taste in the shape of the bodies. Several of the gig-shaped wicker cars have high splashboards, and are mounted on fancy scroll springs. But it is in convertible cars, perhaps, that the greatest novelty exists. There were two of these on show. One of these could be used as a single, a double, or as a bed car, without its convertible properties being at all noticeable. The other car could be used in any of the five following ways: as a tandem, back to back, face to face, one child lying and the other sitting, or for a child to lie at full length. Many of the cars, we observed, were fitted with folding shafts of simple and durable construction, and the Star Company are this year supplying carriages or cars with Boothroyd tyres to order. We have by no means given a complete description of this stand, but in a few weeks the Star catalogue will be printed, when our readers can see for themselves how wideawake and progressive is this company, which is now the largest concern of its kind in the world.

STONE & SONS.

This firm are well known as retailers of domestic machinery and prams, but judging from their recent appearances at trade shows they appear to be cultivating a connection among the trade. Their exhibits at the Stanley comprise a great variety of both carriages and car fitted with Stone's patent wheel, which we have already described. This wheel is a little more expensive than the orthodox pattern, but for the best class of carriages can be well recommended.

THE CYCLE SECTION.

FRAMES.

The shape of the frames appears to have now been decided upon by general consent—the Humber pattern. The demand for "ordinaries" has entirely died out, and the Giraffe was conspicuous by its absence; and as to front drivers, we believe that there was but a single specimen in the whole exhibition. The absence of variety in the shape of the machines tended to make the centre of the hall, filled as it was with safeties and tandem bicycles, and only here and there a tricycle, somewhat uninteresting to the general public, who, accordingly, congregated in the gallery, to which was relegated accessories and tyres. A close study of the exhibits as a whole proves that larger tubes are in the ascendant, and that narrow treads are more in demand than formerly. Further, that shorter heads and high back frames will be conspicuous features in next season's machines. We also observe a tendency to use larger chain wheels than formerly, and this no doubt is partly accounted for by the attention now being turned to the invention of new speed gears. A large number of machines on exhibit were fitted with gear cases, and these are fast becoming the rule rather than the exception. Speed gears are creating a deal of discussion among mechanics, and it seems impossible at present to arrive at a general understanding as to whether or not they are any better than larger chain wheels. Since the Boudard-Peveril Company entered the field with their patent speed gear, some half-dozen other forms of gear have been brought out, most of which were to be seen at the "Stanley." We do not hesitate to advise our readers, however, not to keep any of these gears in stock; at least, not until the public, as distinct from the inventors, manifest greater interest in the matter than has yet been observed.

Beyond doubt the stand which attracted the most attention was that of the Bamboo Cycle Company. It is claimed by the proprietors of this patent that they have the exclusive right to manufacture a practical cycle from bamboo. It is, then, obvious that this innovation is fraught with serious consequences to existing cycle manufacturers should the public be at all smitten with the notion. There is another side to the question, viz., that its success would probably end in our importing bamboo frames direct from Japan, and practically destroy the cycle manufacturing industries of this country. We do not think, however, that we are within measurable distance of this consummation. There is little to describe in the invention, except to say that bamboo takes the place of steel tubing, and that aluminium lugs are employed in constructing the diamond frame. The result is a machine by no means unpleasing to the eye, and we are assured by a rider who has tested the invention under all possible conditions that nothing is wanted as regards comfort or general utility. We might add that the rims of the wheels are of hickory, which appears to be fast coming into general use, and that the bamboo cycles, as shown, were fitted with pneumatic tyres.

TYRES.

One of the most conspicuous features about the show was the absence of several companies who exhibited pneumatics at the last two shows. The reason of this we need not dwell upon, but it is closely associated either with financial sickness or death. We have on several occasions referred to the ridiculous extent to which company-mongering has been carried in connection with cycle tyres. It appears to have been accepted as a prime factor in this business that every patent specification, to acquire which costs first hand £4, and if an agent is employed, say, £12, is worth to the investing public no less than £40,000. Consequently nearly every tyre company which has yet been floated has had to carry such financial burdens that it could not possibly pay a dividend to its ordinary shareholders.

We might use up several pages of the *Gazette* in describing the thirty or so patent tyres on exhibit, but as probably twenty of them at least will not be heard of again, we shall not trouble our readers with more than a few of the number.

In the first place we advise dealers to be careful not to carry large stocks of single tube tyres. So far as we can determine the question at the present moment, there is not likely to be any great demand for tyres other than the following in the order given, viz.:—Dunlop, Clincher, Palmer, Preston-Davies, Seddon.

We hold over our further remarks on the "Stanley" until our next issue, by which time we shall have carefully inspected the exhibits at the "National." We might just add that Messrs. Bradbury & Co., Limited, showed cycles at the "Stanley" this year for the first time, and that the splendid quality of their machines was a subject of general comment. Further, that the St. George's Cycle Company, with whom a large number of our readers do business, had two stands instead of one as formerly, thus being able to show complete cycles on one stand and parts and accessories on the other.

JOTTINGS

Mr. George Manning, jeweller and sewing machine dealer, has removed from Colleton Buildings to 3, Heavitree Terrace, St. James', Exeter.

Mr. C. Akehurst is now representing, "on the road," the St. George's Cycle Company, Mr. C. White, and Mr. W. Branson—the latter of mud-guard fame.

The Cherry Tree Machine Company, Limited, have sent us one of their new framed advertisements of the "Spray Washer," which is just the thing for dealers to place in their windows.

The Vertical Feed Sewing Machine Company are now supplying to their agents a highly attractive metal advertisement plate framed, with the words "The Vertical Feed," of imitation silver, in relief.

The pawnbrokers appear to be about to start an agitation against workmen's watch clubs. They propose to place before Parliament the fact that in this and other ways the law as to silver licenses is evaded.

Patentees should be careful not to mark their inventions "patent" until they have actually received the letters patent. Last month a person was fined 20s. and 23s. costs for so marking an invention, which had merely received provisional protection.

We stated last month that Mr. R. Brown, sewing machine dealer, &c., Sheffield, had his shop "burgled." We now learn that he was insured in the Goldsmiths' and General Burglary Insurance Association, who have promptly paid him £33 in settlement of his claim.

The Two-Reel Sewing Machine Company, Limited (Daniel Jones' patent), have so far completed their new works in Argyle Street, Nechells, Birmingham, that during the present month they will make them their headquarters in place of 62, Albion Street, Birmingham.

Mr. Thomas Lucas, who for many years was with the Singer Company, latterly as district manager at Portsmouth, has started business on his own account as a domestic machinery dealer at 48, High Road, Balham, S.W., which premises were formerly occupied by Mr. J. H. Wiber. Mr. Lucas has been appointed agent for the Singer Company in his district.

The Singer Manufacturing Company have the past year or two sent out to their friends some kind of artistic and useful article at Christmastime. This year they present a combined calendar and blotter, to which is affixed specimens of their art work. In addition to the foregoing, we have received from them a leather cased pocket-book with a calendar at one end and an "art sample" at the other.

Mr. C. H. Teague, who has for the past four years been managing agent for Messrs. J. G. Murdoch & Co., Limited, and was for many years previously with the Singer Company in Cornwall and Brighton, has now started at 60, Viaduct Road, Brighton, supplying sewing machine and domestic machinery and furnishing requirements of every kind on behalf of Mr. George Norman, of Pelham Street, Brighton.

In a recent issue we stated that Mr. Sydney Alfred Bennett, for twenty years with the Singer Company, latterly occupying positions of the greatest responsibility, had, since leaving his firm, been charged with shooting his paramour; also with subsequently attempting his own life. It is only fair for us to add that during the past month Mr. Bennett stood his trial at the Old Bailey, and was acquitted of the charge of shooting with attempt to murder, and that the prosecution withdrew the second count of the indictment—viz., as to attempting to commit suicide. It appears that the injury done to the girl was of the most trivial description, and it was submitted that the whole affair was an accident.

Mr. John Cavit (member of the H.T.P.A.), house furnisher, Victoria Street, Wolverhampton, on the 22nd

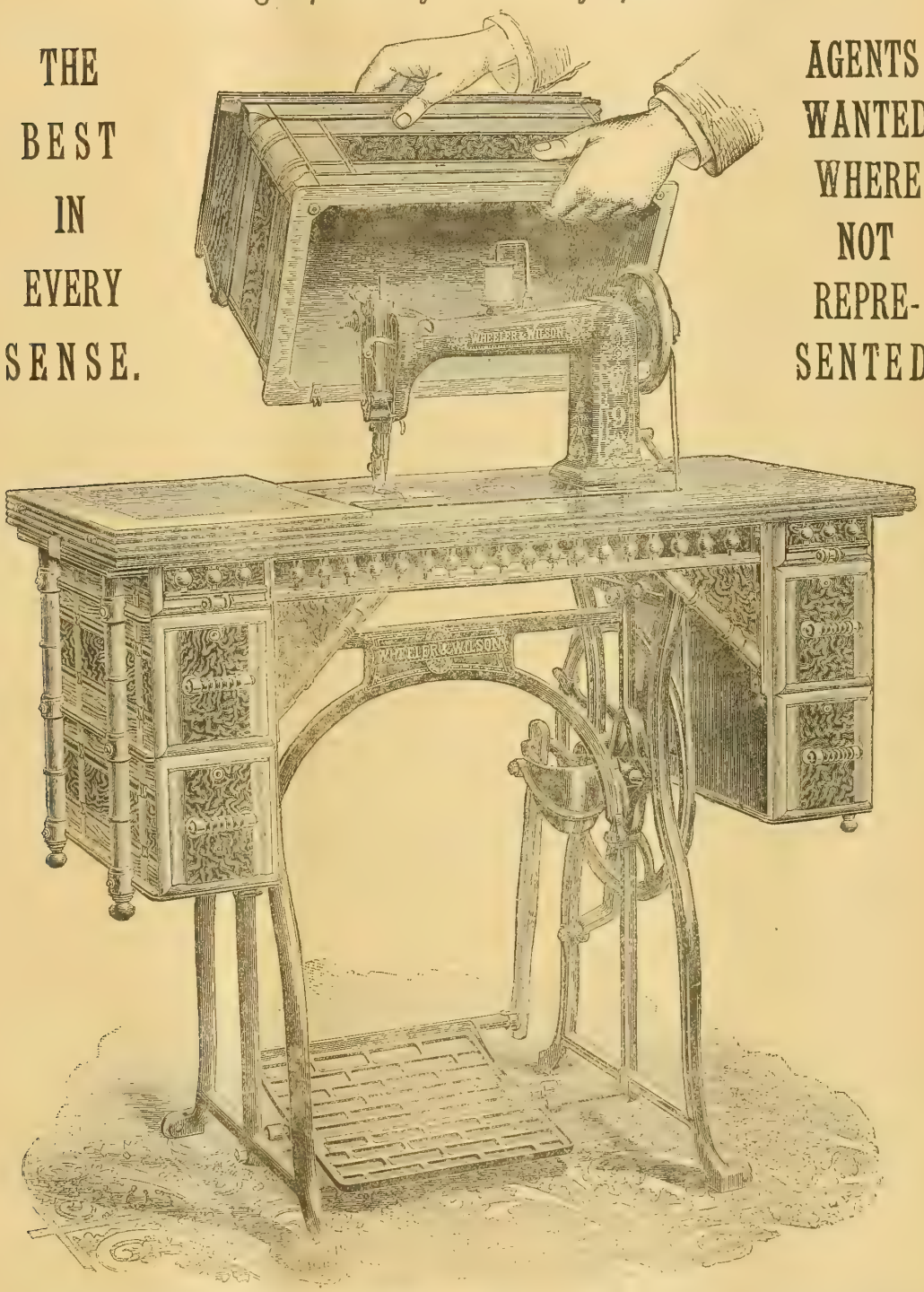
THE LEADING FAMILY SEWING MACHINE.

WHEELER & WILSON'S No. 9.

"A Thing of Beauty is a Joy for Ever."

THE BEST IN EVERY SENSE.

AGENTS WANTED WHERE NOT REPRE-SENTED.



WHEELER & WILSON,

Note the New Address:

Chief Offices: 5, 6, 7, 8, 9, 10, & 11, Paul St., Finsbury, London, E.C.

ult., invited some eighty persons to dinner at his business premises, the occasion being the completion of nineteen years' trading in the town. During the evening a short account of the progress of the business was given to the visitors, from which it appears that, although of humble origin, it has grown to be one of the largest establishments in the town, extensive alterations and additions having been lately made to the premises. Mr. Cavit, responding to "Success to the New Firm," gave his reasons for recently taking Mr. C. Russell into partnership, and said that he thought the step would be greatly advantageous to the firm.

MR. CHAPMAN REMOVES.

The wholesale trade and all old friends of Mr. J. A. Chapman will please note that this veteran Sunderland sewing machine and cycle dealer has removed from 29, Holmside, to more commodious premises, 17, Waterloo Place, Sunderland.

Mr. Chapman has been trading at his old address upwards of twenty-one years, and is one of the oldest existing sewing machine and cycle dealers. He is very popular in Wearside districts, and has, perhaps, done more to popularise the use of both sewing machines and cycles than any other local trader. He has been ably assisted by his excellent wife and daughter in his attempts to get the weaker sex to take to cycling, as these ladies were, we believe, the first to do any long-distance wheeling.

Mr. Chapman intends visiting London during the National Show, with a view to arrange some new agencies.

THE NATIONAL CYCLE SHOW.

The third National Cycle Show opens at the Crystal Palace on Thursday next, and lasts until the following Tuesday. Among the exhibitors will be found the White Sewing Machine Company, Mr. H. S. Roberts, and the Eclipse Machine Company. We have not space to give a full list of the exhibitors, but the show bids fair to be a great success.

The Hire Traders' Protection Association have a temporary office at stand No. 247, close to the High Level station entrance, where Mr. Sewell, the secretary, can be seen from 3 to 8 daily.

We are requested to state that the Victoria Cycle Company, of Glasgow, will not exhibit at the Palace, but that they will take a stock-room at Angus's Hotel, Ludgate Hill, where Mr. W. C. Wark will be pleased to show the trade his new models.

We are further informed that the Victoria Company have now worked up a splendid trade connection, and that even during during the slack season they have had sufficient orders on hand to keep them well employed.

ADVERTISING FOR A CANVASSER.

Firms advertising for collectors or canvassers often receive curious replies to their advertisements, several of which we have already given in our columns. We give below a copy of a letter recently received by Messrs. Bradbury & Co., Limited, which is a choice specimen of its kind.

Dear Sir,—Referring to your advertisement requiring collector-salesman, in the *Northern Daily Telegraph*, kindly be good enough to inform me (with the obvious contingent view of negotiation for the situation) the specific salary and commission pertaining to it.

My own qualifications are, practically, a degree of technical knowledge of book-keeping (also, I may add, though not *directly* pertinent, considerable facility with shorthand) and, finally, I feel confident, considerable intelligence and energy. I am, and have since April, 1881, been with my present employers, Messrs. ———, solicitors of this town,

I am, yours respectfully,

———.

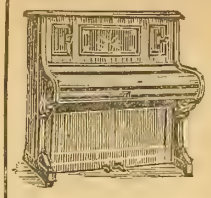
ADDRESSES WANTED.

TO THE EDITOR OF "THE SEWING MACHINE GAZETTE."

Sir,—Will some of the readers of the *Sewing Machine Gazette* give me information where I can buy umbrella materials from, I mean makers of umbrella materials (if they can)? I have got them from the warehouses, but I want to get them right from the makers. I shall be much obliged for information.

Yours, &c.,
Rushfirth Heap.

20, Sheffield Road, Glossop, November 22nd, 1894.



Section

Messrs. Eungblut & Eungblut, of Prebend Street, N.W., recently completed their ten thousandth piano.

The Granstone Piano Company, of 198, Seymour Street, London, are making a specialite of low-priced English iron-frame pianos.

Messrs. E. Hirsch & Co., of 59, Hatton Garden, E.C., have issued a new catalogue of pianos and organs, and state that their stock consists of 300 instruments.

The Bell Organ & Piano Company, Limited, have opened showrooms at 49, Holborn Viaduct, E.C., close to their old premises prior to removing to New Bond Street.

Mr. John C. Guest, piano dealer, Exeter, is introducing a "vamping machine," which can be fitted to either piano or organ to enable persons without musical knowledge to play the accompaniment to any song.

Messrs. S. & P. Erard are introducing two new models of pianos at lower prices than they have hitherto charged for any of their instruments. The lowest price for these cottage models is seventy-two guineas.

Failures and Arrangements.

JOB EATON, ironmonger and dealer in wringing machines, &c., High Street, Market Harborough.

In the above bankruptcy the following are creditors :—

	£ s. d.
Cherry Tree Machine Company, Blackburn ...	13 3 11
Summerscales & Sons, Keighley...	12 14 6

A COUNTY COURT JUDGMENT was registered on October 18th against G. Turner, perambulator dealer, Carfax, Horsham, for the sum of £17 0s. 9d.

This morning, at the Marylebone Police Court, Samuel Luke, of Fernside Road, West Kilburn, a collector and canvasser in the employ of Bradbury & Co. at their Praed Street depot, was sentenced to two months' hard labour for embezzlement. The magistrate, Mr. Cook, took a very serious view of this class of offence. Mr. Mandy conducted the case on behalf of Mr. H. E. Tudor.

BELTS.—Round Belts made from best quality Leather, 54 to 57 in. (assorted), 16s. per gross; 44 to 48 in., 14s. Other sizes equally low. Also in 200 ft. lengths.

OILS.—Refined Sewing Machine Oil, attractively put up in 4 oz. bottles, at 16s. 6d. per gross.

J. W. CABLE & CO.,
35, Clerkenwell Road, London.

WANTED, by a thoroughly experienced Sewing Machine Mechanic and good General Fitter, capable of adding improvements in machinery, SITUATION to look after Stay Factory or Cloth Factory, or any place requiring skill.—Address, E. B., 142, Crescent Road, Plumstead, Kent.

TO those having a connection amongst respectable householders and shopkeepers.—WANTED, an energetic man as SALESMAN and COLLECTOR to sell for cash and upon easy terms, Musical Instruments, Mangles, Bassinettes, Sewing Machines, Jewellery, and other articles of Domestic use ; substantial commission paid to a man proving himself thoroughly capable; good references and small approved security required.—Apply to W. ELLIS & CO., Limited, 23, Bartlett's Buildings, Holborn Circus, London, E.C.

NEEDLES, SEWING MACHINES. — WILLIAM HEATH, jun., 30 years' manufacturer in England, 2 years' in America. Needles made on the American principle, best quality only. Price and samples with pleasure.—Web Heath Works, Redditch.

Honorable mention awarded to William Heath, Paris Exhibition, 1867.

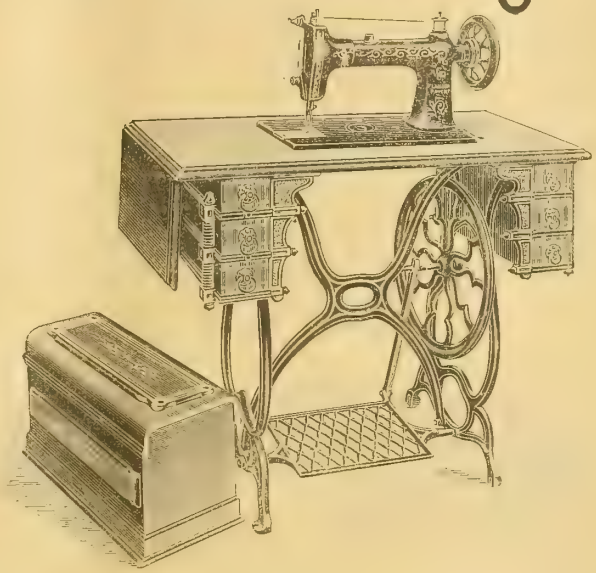
OILS Our cash prices for finest Sewing Machine Oils are : —2 oz., 14s. ; 3 oz., 16s. ; 4 oz., 18s. per gross, in panelled bottles. Oil guaranteed the best ; oils matched. Every kind of oil loose—Sewing Machine, 1s. 6d. per gallon ; Cycle Burning, 1s. 9d. per gallon ; Cycle Lubricating, 1s. 6d. per gallon, &c. Correspondence solicited.—Isaac Spencer & Co. (late Lady Bridge Oil Works), High Street, Hull.

A NEW PRINCIPLE IN SEWING MACHINES.

THE

Flanagan 2-Reel Sewing Machine.

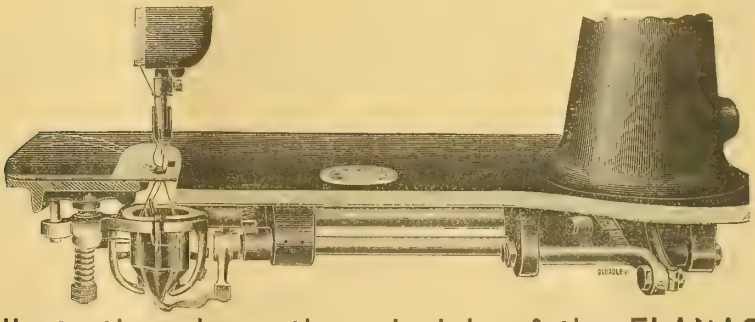
Works with Two Common Wood Reels, holding 300 Yards of Thread each.



Simple, Quick, and Light-running Lockstitch Machine.

MANUFACTURED ALSO AS A HAND MACHINE.

The Machine of the Future.



This illustration shows the principle of the FLANAGAN TWO-REEL MACHINE, with the looper carrying the loop of the top thread round a common wood reel of thread underneath.

This solves in a practical manner the problem that has puzzled the Sewing Machine World ever since Sewing Machines were invented.

Manufactory and Offices:—

WELLFIELD WORKS, CLAYTON-LE-MOORS,

Near ACCRINGTON, LANCASHIRE.

DEALERS WRITE FOR TERMS.

Patents.

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

APPLICATIONS FOR LETTERS PATENT.

19,599. E. Cornely, for improvements in cutting apparatus as applied to embroidering machines.
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20,257. L. Neville, for improved apparatus for cutting button-holes.
20,282. W. E. McGennis, for an improved emery wheel attachment for sewing machines.
20,333. S. Wheeldon, for rollers for sewing machines and stands, or any other kind of table on which sewing machines can be worked.
20,552. A. Logan, for improvements in shuttle carriers or throwers for book sewing machines.
20,644. D. Flanagan, for improvements in two-reel sewing machines.
20,813. J. Chappell and T. R. Rossiter, for improvements in multiple needle sewing machines.
20,835. G. F. Sturgess, for a needle for knitting machines, and a new method of building knitted loops.
21,096. J. T. B. King, for improvements in children's mail carts, or the like.

UNITED STATES PATENTS.

ISSUED AND DATED SEPTEMBER 18TH, 1894.

526,325. G. R. Peare, Lynn, Mass., shoe sewing machine.
526,335. S. H. Wheeler, Chicago, Ill., sewing machine.

ISSUED AND DATED SEPTEMBER 25TH, 1894.

526,393. J. T. Hogan, Jersey City, N.J., feeding mechanism for button-hole sewing machines.
526,470. J. Vannette, Tiffin, Ohio, sewing machine.
526,465. G. A. Stafford, Montague, Tex., quilting mechanism for sewing machines.

ISSUED AND DATED OCTOBER 2ND, 1894.

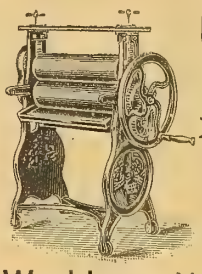
527,019. E. L. Lang and F. H. Daniell, Franklin Falls, N.H., thickening thread mechanism for knitting machines.

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527,113. S. Jaros, Hartford, Conn., knitting machine.
527,288. J. B. Price, Wollaston, Mass., sewing machine.
527,348. G. H. Scetrine and G. Cade, London, England, sewing machine.



COWTAN BROS., Invalid Chair and Perambulator Smiths and Spring Makers, 84 and 86, Aldenham Street, Somers Town, London, solicit the favour of your inquiry for any description of Iron and Steel Work for Bath Chairs, Bassinettes, and Mail Cars. The newest designs and best workmanship at low prices for cash.



G. WHALLEY & CO.,
EAGLE IRON WORKS,
KEIGHLEY.

Established 1849.

MANUFACTURERS OF

Washing, Wringing, and Mangling Machines.



2 GOLD MEDALS AND 1 SILVER MEDAL AWARDED SINCE 1893.

NEW LIST ON APPLICATION.

GEO. TOWNSEND & CO.,
SEWING MACHINE NEEDLE MANUFACTURERS,
GIVRY WORKS, REDDITCH,

Advise the TRADE that they Manufacture none but first quality needles for every description of work. Buy no others but those bearing our TRADE mark, a WHITE ring on BLUE shank. *None genuine but our make.* A quantity of Shuttles and Fittings in Stock at PRESENT DAY prices.

London Agent: J. P. ALLEN, 12, WALBROOK, E.C.

SEND FOR SAMPLES AND PRICES.

STRONG TOYS,
SUITABLE FOR COMING SEASON'S TRADE,

SPLENDID SELECTION OF

HORSES, ROCKINGS, SWINGS, TRICYCLES, &c.

Also TOY PRAMS, CARS, &c.,

ON SHOW AT FIRST FLOOR,

9, FOSTER LANE, LONDON, E.C.,

9 a.m. to 6 p.m.

LLOYD & CO.,
MANUFACTURERS,
BOROUGH, S.E.

THE WONDERFUL ORCHESTRAL ORGANETTE,

Direct from the Patentees and Sole Manufacturers, at WHOLESALE PRICES.

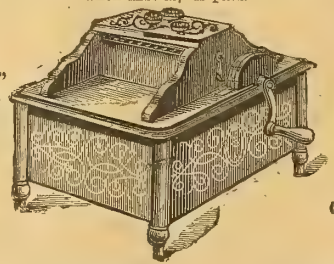


Write at once for Catalogue of tunes and full particulars.

84/- Organette for 35/- Cash,

Or on Easy Payments of 10/- deposit and 5/- monthly. Price 40/- Delivered when first 10/- is paid.

3 Stops, Vox-humana, Expression, and Flute. Two Complete Sets of Reeds.



By Royal Letters Patent. A Mere Child can Play it.

Plays Hymns, Popular Airs, Quadrilles, Waltzes, Polkas, Reels, Hornpipes, etc., etc. Any tune can be played with artistic effect by anyone. No Musical knowledge required. MOST MARVELLOUS INSTRUMENT IN THE WORLD. **Money returned to anyone dissatisfied.** Send for full particulars of instalment system.

THE ENGLISH ORGANETTE FACTORY, BLACKBURN.

FOR PERAMBULATOR AND MAIL CART FURNITURE
WRITE FOR PRICE LISTS TO
R. WOOD & SONS, WHOLESALE IRONMONGERS,
BRANDON ST., YORK ST., WALWORTH RD.,
who have the largest stock of HANDLES, BOLTS, JOINTS, STRAPS, etc., in London.

Wheels a Speciality. **Cast Toy Rubber Perambulator, Bath Chair, Barrow, Cart and Van Wheels, a large quantity always in stock.**

TIMEPIECES 16/6 PER DOZ. SPLENDID VALUE.

NOTICE.

All pages missing from this volume are those of ADVERTISEMENTS only, and a specimen of each advertisement published in the volume will be found in the issue of January and July and in the selected sheets at the end of the volume.

Librarian.

5144 b—500

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LLOYD & CO.,

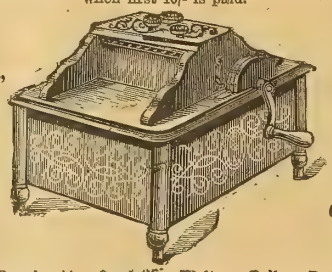
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Or on Easy Payments of 10/- deposit and 5/- monthly. Price 40/- Delivered when first 10/- is paid.

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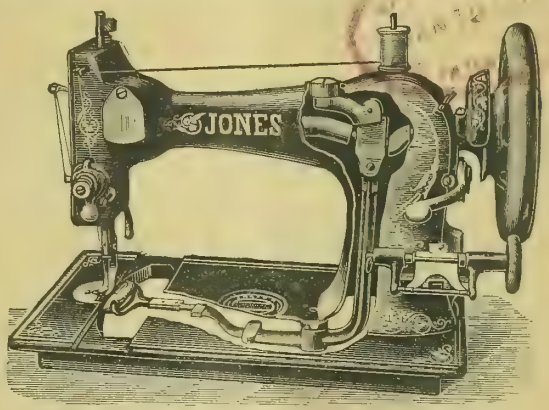
Wheels a Speciality. **Cast Toy Rubber Perambulator, Bath Chair, Barrow, Cart and Van Wheels, a large quantity always in stock.**

TIMEPIECES 16/6 PER DOZ. SPLENDID VALUE.

THE JOURNAL OF
DOMESTIC APPLIANCES.
Sewing Machine
THE HIRE TRADERS GAZETTE GUIDE & RECORD
SEWING, WASHING & KNITTING, MACHINES.
EST. 1874
MUSICAL INSTRUMENTS, LAMPS AND FANCY GOODS
CHILDRENS CARRIAGES, AND ALL KINDS OF DOMESTIC APPLIANCES.
JEWELLERY & REQUISITES, FURNISHING, BICYCLES
Including a Monthly Supplement "THE HIRE TRADERS' GUIDE AND RECORD."

Vol. XXIII., No. 293. JANUARY 1st, 1895. Monthly, Price 4d: Post Free 3s. 6d. per annum.

JONES'
CS
CYLINDER SHUTTLE
Machine



The Illustration shows the Arm and Bed of the Machine cut away in order to give a full view of the simplicity of its working parts.

Made as a Hand Machine on Wood Base or Treadle Machine on Stand.

A NEW SHUTTLE SEWING MACHINE
ON ENTIRELY NEW LINES.
The SIMPLEST, QUIETEST, AND LIGHTEST-RUNNING
SEWING MACHINE EVER PRODUCED.

IT WILL PAY AGENTS TO SEE THIS NEW MACHINE.
JONES' SEWING MACHINE CO. Limd, GUIDE BRIDGE, nr. Manchester.



For Upholsterers, Ironmongers, Bakers, Corn Dealers, Warehousemen, Stationers, Dairymen, Laundries, &c., &c.
ESTIMATES FREE.

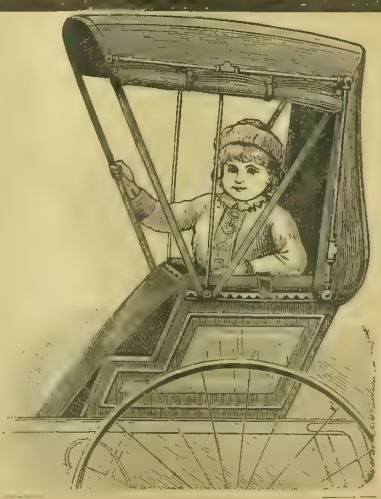
FOR ALL WEATHERS, SEASONS AND CLIMATES.

THE NEW PATENT
"SIMMONS GIG."

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2. Can be used as a cart or as a bassinette for baby to lie down.
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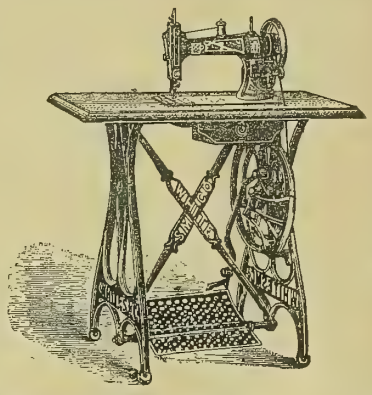
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THE "WHITE" SEWING MACHINES

ARE STILL THE BEST.

☛ WE SAY THIS AND WE MEAN IT.

MACHINES
TO WORK
BY HAND OR TREADLE
OR
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LOCKSTITCH MACHINES
FROM 45/-
Easy Payments.
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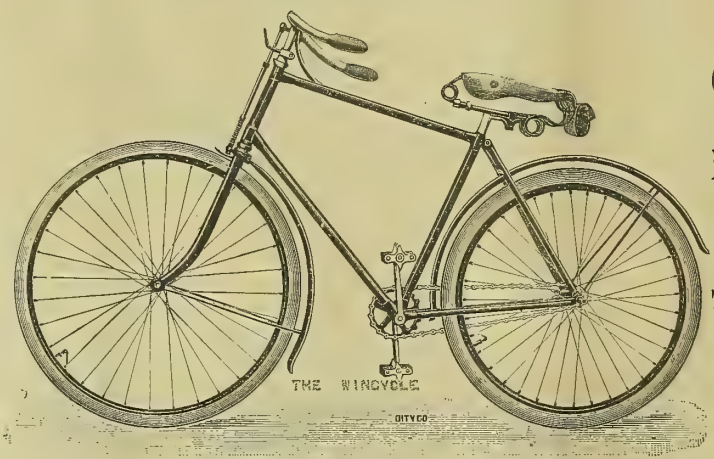
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RIDE A WIN-CYCLE
AND WIN EVERYTHING.

PNEUMATIC OR CUSHION TYRES.
ALL LATEST IMPROVEMENTS.

(AGENTS)
GRADUAL PAYMENTS WITHOUT EXTRA COST.



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MACHINES OF ALL WEIGHTS TO SUIT ALL RIDERS.

☛ The Wincycle is the Best and Fastest Bicycle made. Ball Bearings throughout.

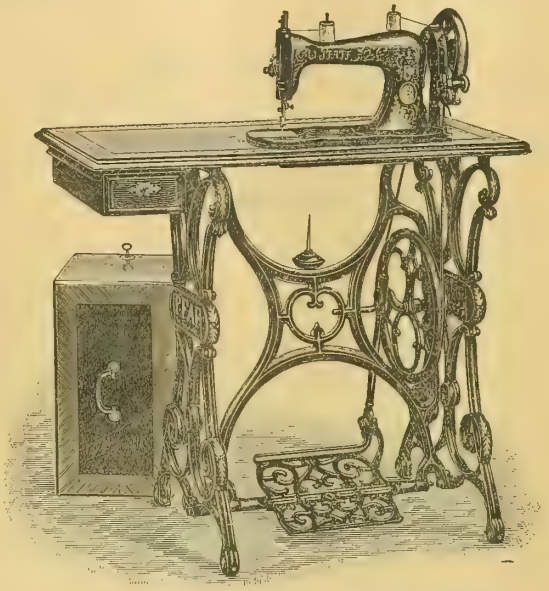
WHITE SEWING MACHINE CO.,
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PFAFF OSCILLATING SHUTTLE MACHINES,

made in two sizes, E and F, are specially adapted for MANUFACTURING PURPOSES, for all kinds of plain work, for dressmakers, for linen, corset, hosiery, and boot Factories.

HEADS ONLY, to be driven by power for Factory trade.

SIMPLE, DURABLE, and LIGHT-RUNNING.



Pfaff "E" Oscillating Shuttle Sewing Machine.

Manufactured by:

G. M. PFAFF, Kaiserslautern.

SOLE IMPORTERS FOR THE UNITED KINGDOM:

WILHELM & CO., 132, Wool Exchange, **LONDON, E.C.**

SPECIAL NOTICE—IMPORTANT TO THE TRADE.

THE "NEW BRANSTON"

Two-Reel Sewing Machine Co.,

LIMITED,

Having completed their factory, and the Machinery for producing their new Patent Two-Reel Sewing Machine, which makes a PERFECT LOCK-STITCH, WORKING DIRECT FROM TWO ORDINARY REELS OF COTTON, DOING AWAY WITH ALL WINDING OF SPOOLS, invite Dealers and Users to inspect same at their Showrooms:

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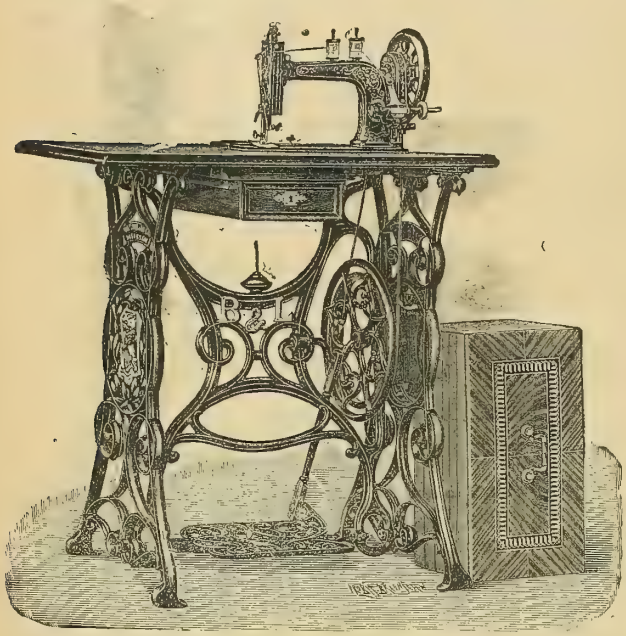
The Company are ready to appoint responsible Agents in each district for the sale of their Machines, and invite applications for agencies. This is a good opportunity for any Dealer to combat with the competition of the present day.

HAND, FAMILY, AND MANUFACTURING MACHINES.

BIESOLT & LOCKE, MEISSEN, SAXONY,

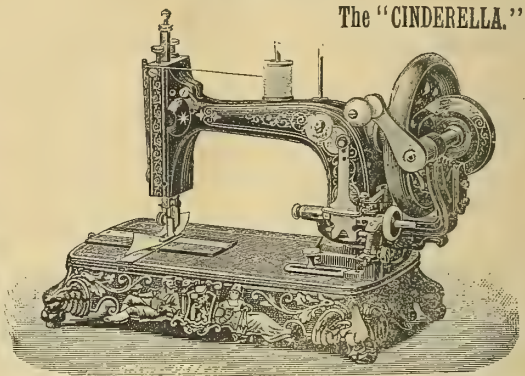
ESTABLISHED 1869. | SEWING MACHINE MANUFACTURERS. | ESTABLISHED 1869.

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B. & L. Machine, Lt. B. (high-arm) for family use, with New Shaped Stand.

The "CINDERELLA."



Perfected Automatic Hand and Treadle Sewing Machines for Domestic and Trade use. 12 patented improvements. Working parts finest tempered steel. Appearance superb. Undoubtedly the best Machine in the market. Silent, uniform, rapid, easy movement.

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AGENTS WANTED.

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ESTABLISHED 1862.

HAMMOCKS (The "Wonder.")

Mounted on four 20-inch Wheels, all complete.

Wholesale Trade only 24s. each, or 22s. 6d. each for an order of twelve.

PARTICULARS and DRAWING ON APPLICATION.

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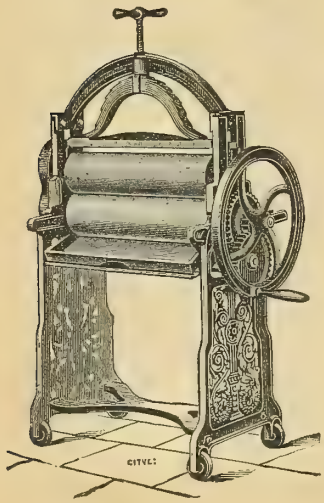
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Makers of all kinds of Cycle Tyres, Cushions, and Solids, also Bassinette Tyres and Cement, which cannot be equalled at the price.

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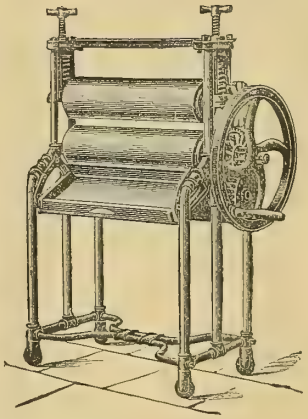
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NO BETTER SEASONED ROLLERS IN EXISTENCE.

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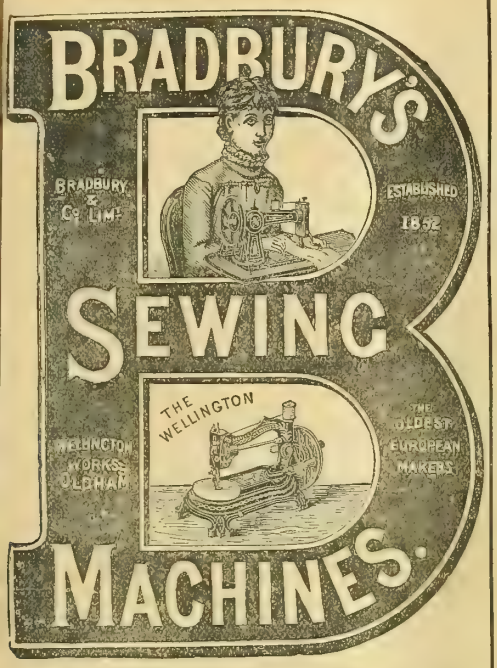
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Machine Tools for Electrical Engineers.

BRADBURY'S SEWING MACHINES
Are the Simplest, and require least attention.

BRADBURY'S SEWING MACHINES
Make a beautiful and perfect Lock-stitch on all materials.

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Have more Patented Improvements than any other Machines.

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Are the quickest and simplest Lock-stitch Machines in the world.

BRADBURY'S SEWING MACHINES
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Have obtained the Highest Awards at all the Great Exhibitions. Over 200 First Prizes.

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Have been awarded 13 Gold Medals since 1879.

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Liberal Terms to Agents.

BRADBURY'S SEWING MACHINES
Agents Wanted in certain Districts.

Send for Price Lists and Testimonials.

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MAKERS OF

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SMALL BENCH DRILLING MACHINES,
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&c., &c.

Estimates and Catalogues Free
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Bradbury's Bassinettes.

BRADBURY'S No. 34.



Handsome Wood body, with square ends, handsomely painted in buff in relief. Wheels, axles, springs, &c., painted to match the body. Suspended by straps to semi-circular springs, mounted on 23 in. wheels, fitted with two turned wood handles, &c. It is upholstered in light coloured Crockett's leather, with tan hood.

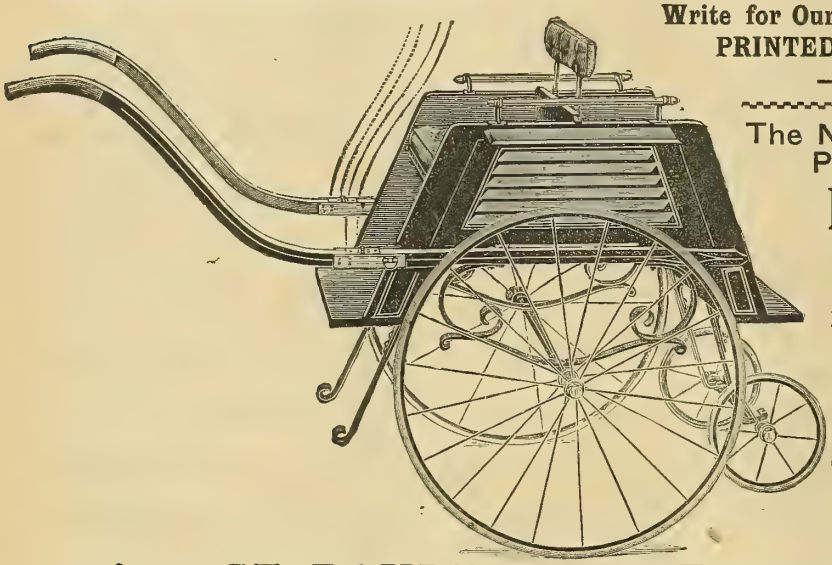
BRADBURY'S No. 30.



Handsome Landau body, with oval ends and ornamental beading on the sides, elegantly painted in coach style, **upholstered in the best woollen carriage cloth.** The body is suspended by strong steel C shackle springs, mounted on 25 in. rubber tyre bicycle wheels. Fitted with **twisted brass handle levers,** China handle, woollen loose cushions, cloth lined straps, and brass joints.

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From 40/- each.

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In all Classes of Goods.

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TAYLOR & WILSON,

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MANUFACTURERS OF

Washing, Wringing, & Mangling Machines

OF EVERY DESCRIPTION.

Our Productions have obtained

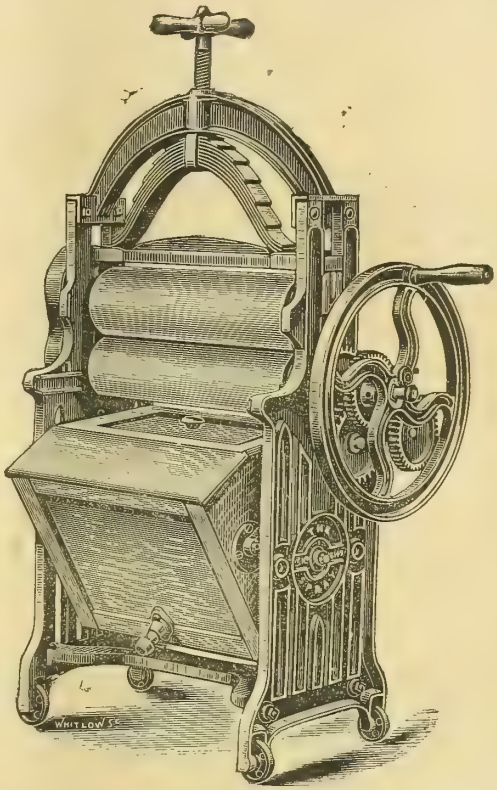
200 Medals & First Awards.

Turnout—500 MACHINES PER WEEK.

WANTED—All Mangle Buyers to send Post Card for Catalogue and Reduced Lists.

THE "SPRAY" WASHER.

Gold Medal awarded at the Lancashire Industrial Exhibition, 1893.



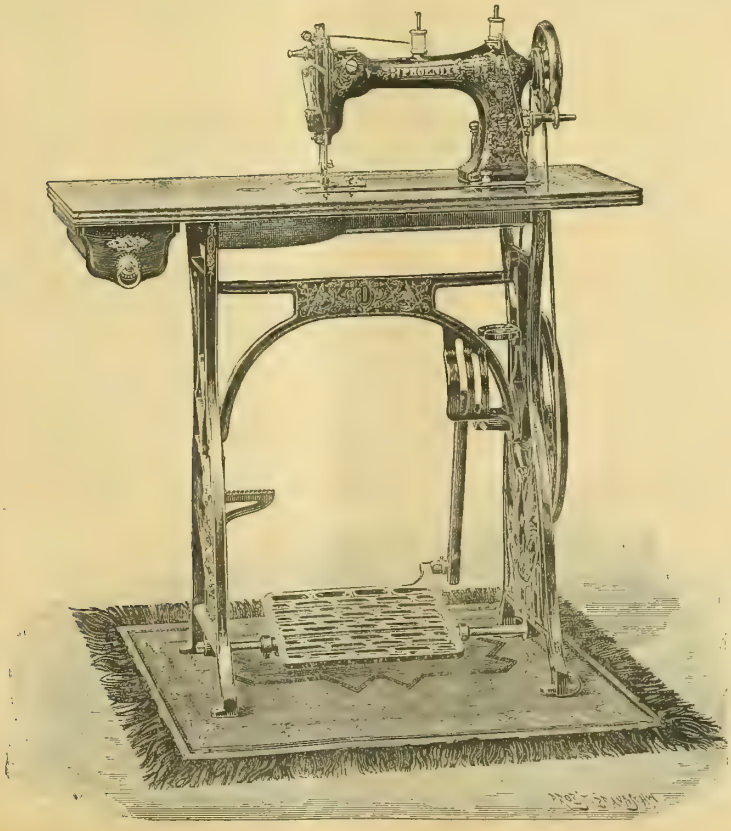
The "SPRAY" is a Wringer and Mangle, with Washing Machine attached, and takes up no more room than the ordinary Mangle. It works well, quickly, and very easy, and is as easy to work full as empty.

It is the most perfect Washer ever offered, and dealers have a splendid opportunity to make money by introducing it to their customers.

Catalogue and trade terms on application.

Sole Manufacturers: **THE CHERRY TREE MACHINE CO., LTD.,** CHERRY TREE, near BLACKBURN.
London Showroom, &c.—R. J. JOHNS, 59, HOLBORN VIADUCT, E.C.

The "Phœnix" Rotary Sewing Machines.



THE BEST, THE MOST RAPID, AND THE MOST DURABLE SEWING MACHINES IN EXISTENCE.

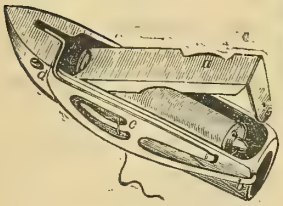
LETTER F.—For Family Use and Light Manufacturing Purposes.
LETTER D.—Medium Size Machine, for Manufacturing Purposes.
LETTER E.—Large Manufacturing Machine.
LETTER F.—Hand Machine, on Wooden Base, with Elegant Woodwork.

DEALERS WANTED
where not Represented.

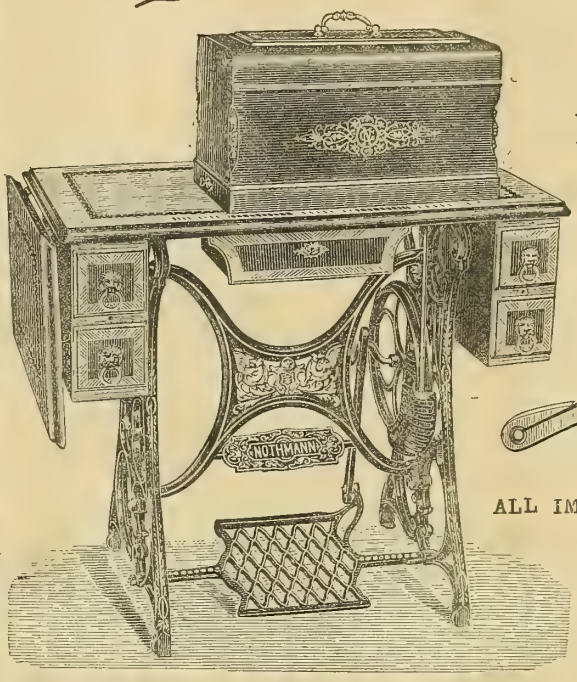
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NOTHMANN Sewing Machines.

NOTHMANN'S NEW SHUTTLE, WITH LID.



With this New Shuttle the insertion of the Bobbin and threading of the Thread is exceedingly Simple.



NOTHMANN'S PATENT NOISELESS TAKE-UP.



ALL IMPORTANT PARTS ARE ADJUSTABLE

FIRST-CLASS WORKMANSHIP.
SILENT MOTION.
GREAT DURABILITY.

GEBR. NOTHMANN, Sewing Machine Factory, BERLIN.

SOLE AGENT FOR THE UNITED KINGDOM, E. RAUSNITZ, 184, Aldersgate Street, LONDON, E.C.
Illustrated Price List free on application. Sub-Agencies for any town or district arranged.

Missing Carriage IS FOUND IN THE MARVEL.

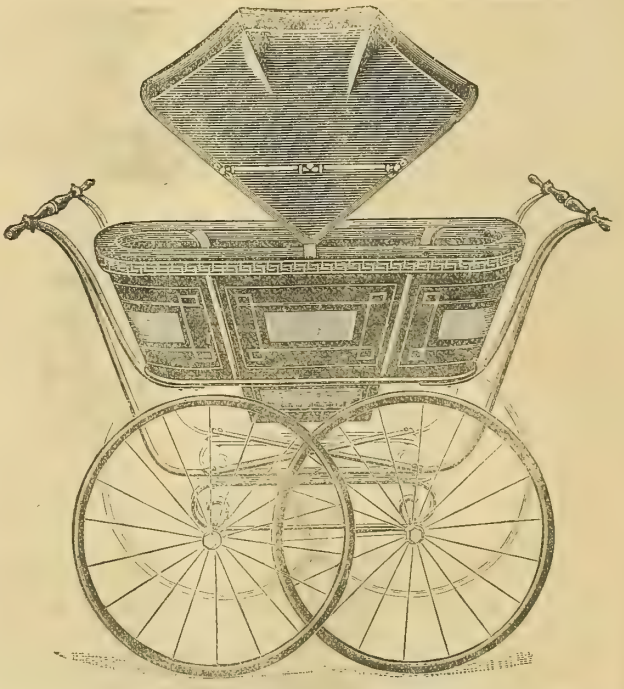
Made in three Classes

CLASS A. Papier-maché body, well painted and upholstered, wood hammock handles, wheels, 20in.×20in.

PRICE 24/- EACH.

Or **22/6** each for an order of six.

CASH WITH ORDER.



SEE THE

KNOCK-OUT CARTETTE,

Circular wicker body, bent shafts, 21 in. wheels,
8/- each or **7/6** each per dozen order.
FULL ILLUSTRATED PRICE LIST on Application.

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VICTORIA CYCLES

FOR 1895.

SOME OF THE

SPECIAL POINTS

in their Construction:

LARGE TUBES.

LARGE CHAIN WHEELS.

DETACHABLE CHAIN WELLS.

SKELETON CROWNS.

NEW STEERING LOCK.

NARROW TREAD.

HIGH-BUILT FRAMES.

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AGENTS! Don't place your ORDERS until you have seen SAMPLES of our NEW MODELS.

SEND for SAMPLES of our NEW MODELS. SPLENDID VALUE and LOW PRICES!

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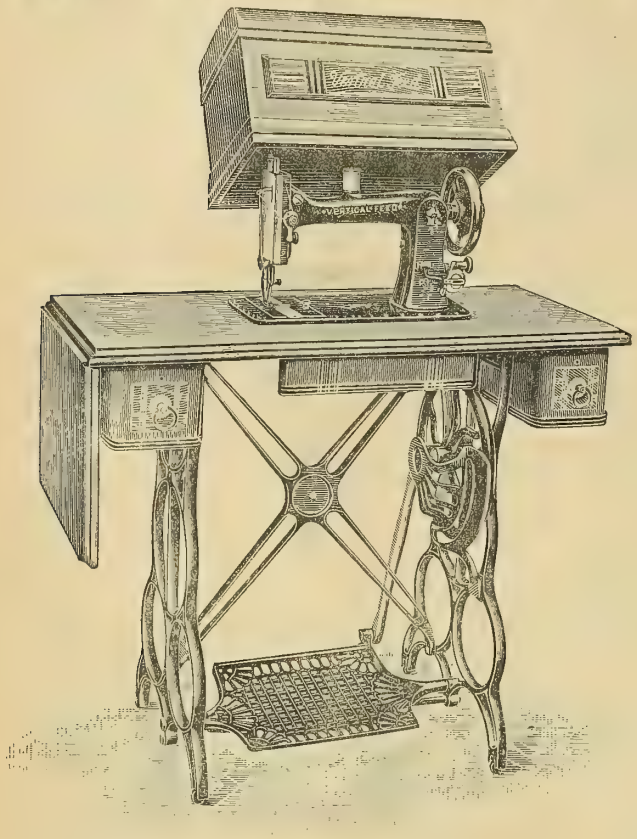
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OFFICES: 71, CATHEDRAL STREET
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THE VERTICAL FEED SEWING MACHINE.



GREAT
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Making their lead the more in advance of any other Sewing Machine in the World.

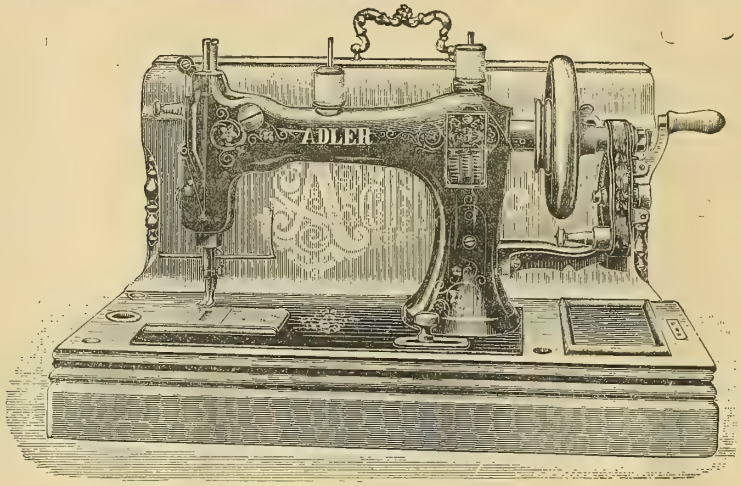
SEND FOR PRICE LIST and SAMPLES OF WORK.

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ALDERSGATE STREET,
LONDON, E.C.

Agents Wanted where not represented.

H. KOCH & CO., Bielefeld,

SEWING MACHINE MANUFACTURERS.



THE "ADLER" SEWING MACHINE

FOR FAMILY AND MANUFACTURING PURPOSES.

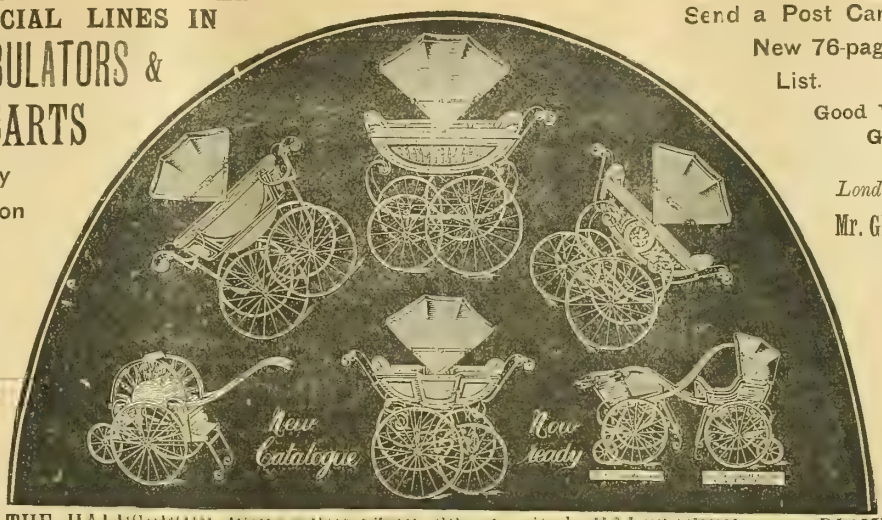
Rotary Motion, Latest Improvements, Very Rapid, Highly Finished, and most Durable.

EVERY MACHINE GUARANTEED.

SOLE AGENTS FOR HOME AND EXPORT—

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SPECIAL LINES IN
PERAMBULATORS & MAIL CARTS
of every description and quality, to suit all Trades.

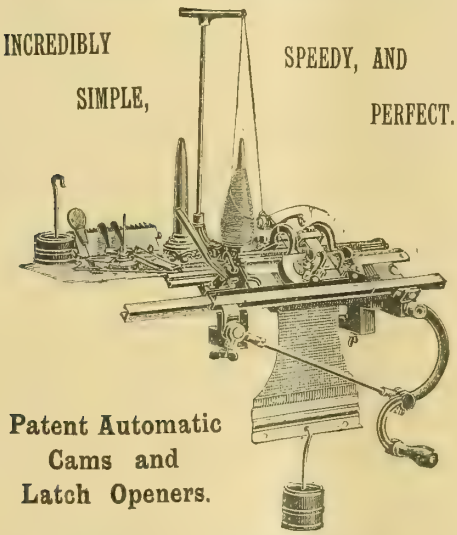


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Good Value Guaranteed.
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THE HALESOWEN PERAMBULATOR CO., Limited, HALESOWEN, near BIRMINGHAM.

The NEW 'IDEAL' KNITTER.

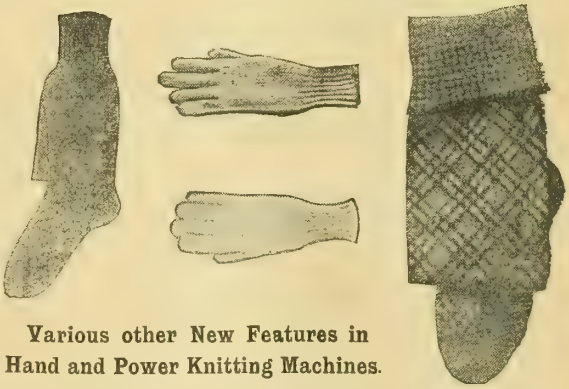
INCREDIBLY SIMPLE, SPEEDY, AND PERFECT.



Patent Automatic Cams and Latch Openers.

THE NEW PATENT "J" MACHINE,

For Scotch Knickerbocker Hose, in Checks, etc.



Various other New Features in Hand and Power Knitting Machines.

Testimonials from leading Houses—Home and Export

Illustrated Catalogue, Samples, &c., post free on application.

G. STIBBE, 25, Jamaica St., Glasgow. Leicester Showrooms: 34a, HIGH CROSS ST.

Sewing Machine Gazette Office, 28, Paternoster Row, London, E.C.
RATE.—½d. per Word ; Minimum, 6d.

HUNT'S AUTOMATIC-LIGHTING CYCLE LAMPS.—The "Norfolk" was admired by everybody at the Stanley Show. For agency and terms write, 71, Bridge Street, Norwich.

BELTS! BELTS!! BELTS!!! — For Sewing Machines (round). Best Straight-grained Leather. Assorted lengths from 54 to 60 in.; 18s. per gross, nett cash.—Harvie's, 110, Kirkdale Road, Liverpool.

SINGER'S, 2s. gross ; Bradbury Elastic, best mil[illegible] grooved, 4s. 6d. per gross.—S. COX & CO., Alcester.

CYCLES.—Write the Victoria Manufacturing Company for Illustrated Catalogue and Terms. You will find it to your advantage. Accessories and Repairs at keenest prices. Agents wanted everywhere.—78 to 82, Hanover Street, and 71, Cathedral Street, Glasgow.

SEWING MACHINES.—Agents on the look-out for a first-class make of Machines to push, should apply to us for Illustrated Catalogue and Terms. Machines for all classes of work at keenly-cut prices. Oils, &c.—The Victoria Manufacturing Company, Glasgow.

WANTED, by young man (24), SITUATION in Sewing Machine and Perambulator Department, one with good knowledge of the trade.—Apply A. Lingard, 144, Victoria Street, Grimsby.

WANTED, TO APPOINT AN AGENT in London and District, for the sale of Bassinettes, Mail Carts, Bath Chairs, &c. Salary and commission.—Apply by letter, Harrop, Manufacturer, 55, Tib Street, Manchester.

VERTICAL FEED.—Agents Wanted wherever not represented. Best terms and sole agency.—Apply to the Vertical Feed Sewing Machine Company, Limited, 24, Aldersgate Street, London, E.C.

THE IDEAL KNITTER.—The Machine, at last, which will give you No Trouble (see advertisement elsewhere). A few Sole Agencies still open where not represented.—Write at once, G. Stibbe, Glasgow.

£50 OFFERED FOR PARROTS that repeat "Dunkley's Baby Car Ball Bearings, 105s."—76, Houndsditch, London, or Birmingham.

BELTS.—Round leather Belts, 44 to 48 in., 14s.; 54 to 57 in., 16s. per gross. Best English make. Or in 200 feet lengths.
OILS.—Extra Refined Sewing Machine Oil, 4 oz. white flat bottles, 16s. 6d. per gross. Attractively put up samples, 3 stamps.
OILS.—JOB LINE (100 gross only), Extra Refined Sewing Machine, 2 oz. white flat bottles, 11s. per gross; 3 doz. sample box for 3s. 6d, nett cash.
J. W. CABLE & CO.,
35, Clerkenwell Road, London, E.C.

(See page 30 for other advertisements.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.
Subscription.—3s 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record*.

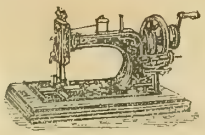
THE HIRE TRADERS' GUIDE AND RECORD.
Subscription.—2s. 6d. per annum, or 9d. per quarter post free.
SEWELL & Co., Publishers.
28, 29, & 30, Paternoster Row, London, E.C.

Editorial Notes.

Last Year's Trade. Most of our readers will, no doubt, very shortly be balancing their books, and learn how fared their last year's trade. Experiences, of course, vary considerably in trade matters, even in prosperous times, but in "lean" years, perhaps, the contrast is at its greatest. There can be no question that the country, as a whole, suffered severely during the first half of 1894, but a bountiful harvest was expected to mend matters. Well, the crops, on the whole, turned out highly satisfactory, but the price of wheat has been lower than that recorded for some 200 years. Thus the harvest has not assisted in the slightest degree to revive our industries, and many millions of money, which would have found their way into the towns had the farmers fared well, have been entirely lost to commerce. Financial men are now mournfully asking themselves will prices never advance? We shall not pretend to answer the question, suffice it to say that it is a surprising commentary on modern institutions that manufacturers in many of our staple industries are longing from day to day to pay higher prices for their raw material. Dealing particularly with the machine and kindred trades, we believe that, on the whole, last year was an improvement on its predecessor. Cycles and prams did certainly not pay so well as in 1893, but the present mangle season, we are inclined to think, is more satisfactory than the last. As to sewing machines, we think the volume of sales and the rate of instalments show a decided improvement. The failures among dealers were not so numerous, nor the amounts so large as in 1893, and we hazard the opinion that, on the whole, the credit of the average dealer is higher to-day than it was a year ago.

The Draper Again. A curious sign of the times is the conversion of drapery concerns into universal providers. There would, of course, be nothing to find fault with if drapers were legitimate competitors. It is notorious, however, that they price the wares of other trades so low that, did they depend upon the sale of same for a living, they would soon figure in the *London Gazette*. The *Hardwareman* informs its readers that three large hardware-manufacturing concerns have just "resolved in future to deal with furnishing houses," which, be it said, include drapers. Now their goods, which include fenders, coal-boxes, and tea-trays, will, in all probability, be treated as "call birds," and not as a source of legitimate profit. If this sort of thing is to continue, other tradesmen will find it wise to consider if some form of retaliation is not possible. The weakest point in the armour of the draper is the millinery and fancy department, and if the ironmonger and sewing machine dealer, and the dozen other trades interested, were to use the drapers' best-paying lines as "call birds," would it not bring Mr. Draper to his knees? The draper is insensible to appeals to his honour and fairplay, and it is quite time that other measures were tried, for he is fast bringing down prices to a ruinous level.

The Injunction Case. Our readers must excuse the length of the report of a lawsuit given in the present issue. As an independent organ, when a quarrel arises between two firms in the trade, raising important issues, we must assuredly report same. To summarise the proceedings in Kings *v.* Singer would clearly lay us open to the charge of favouring one side or the other. To give the case verbatim, then, is the only way we can deal fairly with both parties and keep our own honour untarnished, and this we have done, but at the expense, we fear, of the displeasure of many readers who would have preferred, to them, more interesting reading.



Section

HOW TO OVERCOME SOME OF THE MISTAKES WE MAKE.

By Charles H. Peachey (Stafford).

No. II.

In my former remarks I suggested what I considered a remedy in connection with Mr. A. V. Eteran's notes on "The Mistakes we Make;" I now offer additional facts and suggestions for canvassers' guidance.

Superintendents and managers, as a rule, consider that the first great thing is to get the machine in the house of the pro-customer. Quite correct; but if that delivery is followed by the efficient salesman and operator—and here is the great thing, how many salesmen are efficient to give instructions? I fear thousands are only that in name. I will, therefore, in their case, point out how they should proceed, for, whatever firm they may represent, doubtless they keep a mechanic. Let these canvassers try to make him a friend rather than consider that because they do not dirty their hands they are a little higher in their own estimation. This I have experienced many a time, and what are the results? The canvasser sometimes gets into a fix, then he seeks the aid of the one whom he has considered the "working man." With what result? The one is averse to the other. Here is the way to overcome that mistake, whether the canvasser has been a long or short time in the business. The master of the practical situation is the mechanic. Then I say to such canvassers, ask the said mechanic to give you an outline of the proper and practical points of the machine you are handling; how to properly adjust its tension, top and bottom; the class of sewing you can do on the machine that really cannot be done by hand; above all, master the treadling first. Now see to your underthread. Ask him to show you its real simplicity; see that your under tension is just nice—will run off the bobbin smoothly. Having done this, go to the upper, get this as near the bobbin as you can. Take now your material—and I will suggest the best calico, because cheap material is a damage to any man who want to show off his machine. Now seat yourself at the machine in the mechanic's shop. Put in an hour, and if any little thing goes amiss you have your friend the mechanic at hand—as it were a child at school. For as yet, in the sewing machine world, if you are as I have stated non-practical, you are still at school in the real sense of the word. But suppose, you say, we keep no mechanic now comes the task to overcome—this I say for whatever firm you represent. Ask your employer to allow you to have a machine in the backroom, or even a light cellar, and to also include the instruction book. Put your heart and mind into it, and spend, say, one hour each day for a week, but by all means never ask the instructress, because she might refuse on grounds I need not name. Now, having become quite acquainted with ordinary plain sewing, off you go. Still, mind not to be over confident as yet until a bit further advanced and more able to speak to your would-be customers "Appro. No. 1"; you return, as usual, to the shop. I myself should, if not too far, return at once. Why? Because I have experienced that delays in this trade especially are dangerous. Now you have returned as regards "Appro. No. 1" for the pony and trap; and the machine cannot be delivered till the morning, which if out I should say to the firm "I will take it myself on a truck," because you have a fear Mr. So-and-So will run his machine in. Having obtained consent, take the pro-customer the machine and ask Madam to let you give a lesson, and it's 50 to 1 if you speak to her in a proper and genial way she will at once fall in with your wishes and take a lesson.

Now, having got the customer seated, do the same by her as your friend the mechanic did by you; thus far you have succeeded. Now the instructress may do her part as regards hemming, binding, braiding, tucking, &c., but do not forget when you are passing that way to give a call with the usual morning or afternoon kind remarks. Now, you having so far advanced with your customer, "No. 1," accidentally pop in when the husband is at

home, and if you are of good conversation try to induce him to have a chat with you; sometimes I have found a pipe of tobacco together was a great advantage. Above all, make friends with your customers.

I think I have dwelt long enough on these suggestions, but follow on from "No. 1" upwards, always on the same business grounds, and you will find you will soon overcome "some of the mistakes we make." Last month I dwelt on rival customers. Now I will give an illustration of where I have done good business and effected sales—not in France, but near it. For I have sold sewing machines to the coastguards' wives at Dungeness Lighthouse, and delivered the same, and given the instructions right bang-up to the sea, and in fact the waves have often washed into the houses whilst I have been there. Again, at Dimchurch, New Romney, and Lydd, and last, but not least, I have done business with H.R.H. the Duchess of Edinburgh at Eastwell House, in Kent, and in every case I never at that time kept an instructress, but did the teaching myself. I have taught the lady, the factory operator in Leeds, Leicester, &c., almost every class of machine, and I am only delighted when I am called upon to put right what is wrong. But I never found difficulties overcome without determination coupled with practical knowledge, and to all who have had a run like mine in the business my notes will sure to be of interest. I am hoping again to undertake a position in the trade, but wherever I am I shall be only too pleased to give my opinions in *The Sewing Machine Gazette*. I will say, in concluding these remarks, that I have taught scores of canvassers "how to overcome some of the mistakes we make."

I hope in another issue to dwell upon button-hole machines, &c., and now say to those canvassers who are open to be taught, follow out the foregoing and you will then overcome "some of the mistakes we make."

KINGS' UNIVERSAL SUPPLY, LIMITED, v. THE SINGER MANUFACTURING CO.

APPLICATION FOR AN INTERIM INJUNCTION.

In the Divisional Court of the High Court of Justice, on the 6th ult., before Baron Pollock and Mr. Justice Grantham, the following took place :—

MR. JELF: May it please your lordships, I appear in this case with my learned friend, Mr. Rufus Isaacs, for the plaintiffs. It is a matter which has been before the learned Judge in Chambers who has sent it here.

MR. JUSTICE GRANTHAM: Was it sent here by agreement of all parties?

MR. JELF: Yes, on both sides. It was before Mr. Justice Day, and with the consent of both parties it was considered to be a case which would be better dealt with in the Divisional Court for reasons your lordships will appreciate in a moment. My lords, it is an application for an interim injunction against the defendant company and arises in a way I will mention to your lordships. The plaintiffs are a company carrying on business as sewing machine manufacturers, and the defendants are the very well-known Singer Company who carry on the same business. The Singer Company are a very great company, who have ramifications in every town and village throughout the kingdom, and who have agents and canvassers who are in a position to push their goods in every legitimate way in all parts of the country. My lords, the action in regard to which this application is made is an action brought by the plaintiffs against the defendants to recover damages and to obtain an injunction against the defendants upon the ground that the defendants have been knowingly allowing their agents and canvassers through the country to carry on a system of disparaging the sewing machines which the plaintiffs' customers have had from the plaintiffs and pushing upon them their machines, as is alleged, by the unfair means of disparaging the plaintiffs' machines for the express purpose of obtaining the business which had passed into our hands. Of course, it is a very serious case which will require very careful examination when the matter comes on for trial, and it will be supported upon the basis of the last case upon the subject of Temperton *v.* Russell reported in the 1st Queen's Bench Division, 1893, in which Lord Esher quoted with approval from the case of Bowen *v.* Hall. Temperton *v.* Russell begins on page 715. I will just read the head note so that your lordships may see I am rightly citing it: "The defendants were members of a joint committee of three trade unions connected with the building trade in Hull. A firm of builders there having refused to obey certain rules laid down by the unions with regard to building operations, the unions sought to compel them to do so by preventing the supply of building materials to them. In pursuance of this object, they requested the plaintiff, a master mason and builder in Hull, who supplied building materials to the firm, to cease to supply them with such materials, but the plaintiff refused to do so. Thereupon, with the object of injuring the plaintiff in his business, in order to compel him to comply with such request, the defendants induced persons who, to the knowledge of the defendants had entered into contracts with the plaintiff for supply of materials, to break their contracts and not to enter into further contracts with the plaintiff, by threatening that the workmen would be withdrawn from their employ. The plaintiff sustained damage in consequence of such breaches of contract and of the refusal of such persons to enter into contracts with him. Held, that an action was maintainable by the plaintiff against the defendants for maliciously procuring such breaches of contract and also for maliciously conspiring to injure him by preventing persons from entering into contracts with him." That is what was alleged against the defendants there, and Lord Esher, in giving judgment, says this, and I cite it because I want to bring the matter to a point as to what the law is: "If the persuasion be used for the indirect purpose of injuring the plaintiff, or of benefitting the defendant at the expense of the plaintiff, it is a malicious act, which is in law and in fact a wrong act, and, therefore, a wrongful act, and therefore an actionable act if injury ensues from it." That is a quotation from Bower *v.* Hall.

MR. JUSTICE GRANTHAM: Who are you for?

MR. JELF: The plaintiffs. I do not know that it is challenged, that it is not a good cause of action. My lords, the point has arisen in this way. This action was commenced and the statement of claim was delivered, and by that statement of claim it is alleged that this course of conduct was being pursued by the defendants, and there are a good many instances given of cases in the past where that has taken place. After the writ in this action, my clients discovered that, notwithstanding the issue of the writ and the service of the writ in this action, fresh cases were occurring in which the defendants were pursuing the course, of causing persons who were customers of the plaintiffs to return their sewing machines and take a Singer machine instead. We found fresh cases occurring, that is to say we had information of several fresh cases. Thereupon we wrote to the defendants asking them, inasmuch as this matter was now going to be brought to an issue, to undertake that they would not repeat the alleged things which had been stated as being the cause of action. That is to say, we called on these gentlemen to do that which, if they were acting *bonâ-fide*, one would have thought they would be only too anxious to do, namely, to say we do not admit we have done this, but inasmuch as you tell us you think you are in a position to show that there are cases of this kind still going on, if you ask us that nothing of this kind shall be countenanced by us we will give you an undertaking. Instead of that they refuse to give us that undertaking. Thereupon this summons was taken out with a view of obtaining an interim injunction, and I hope to be able to show your lordships that we are entitled to it to prevent irreparable damage to my clients.

MR. JUSTICE GRANTHAM: It is not as if it were merely slandering your title, and saying you have not a good machine, but you say it is inducing people with whom they have entered into contracts to break those contracts.

MR. JELF: Exactly. The company I represent deal with people of all sorts and classes, and this is the sort of thing which happens. If one of these persons is induced to break a contract with us, and take a Singer machine, she tells her neighbour, and then the thing permeates and permeates, and goes on in such a way that by the time we get to the trial of the action, the mischief may have been done, and it is impossible to undo it. All we ask for is an undertaking, and before I go into the case, I may say that if my friends, to show their *bonâ fides*, will give that undertaking, I shall be satisfied. The reason we come here is because they will not give it, and we are going to get the strongest *primâ-facie* proof that what we say is true. Namely, that with all this warning, the thing is still going on by the known agents of the defendants, and is still being carried on. I hope to be able to show, by one or two salient instances which I will prove, the strongest *primâ facie* ground for believing that this is going on. These witnesses have been cross-examined upon these affidavits, and whatever other things there may be in the affidavits, I hope to be able to shew the strongest *primâ facie* ground for believing that this is going on. My lords, Mr. Bray, who is the managing director of the plaintiffs' company, alleges in the second paragraph of his affidavit that "the defendant company by their agents and canvassers have systematically carried on this system of placing their own machines with the object of injuring the plaintiff company and its business to the great injury and detriment of the plaintiff company and its business, and in consequence whereof the plaintiff company commenced this action against the defendant company." This system is what is set out before, namely, of interfering with these contracts and inducing persons to break their contracts with us. My lords, although there have been elaborate affidavits filed on both sides on this case, there has been no affidavit contradicting the system on the part of the defendant. There are affidavits attempting to contradict the specific cases we have put forward. With regard to that there are only three cases we got hold of. One of those has been abandoned for reasons which I need not go into. The other two cases I present to your lordships, and on one of those I shall ask your lordships to say it is a clear case of the known agents of the defendants persistently carrying on this same system. I ask your lordship to make note of this, that the system as a system is not denied by anybody.

MR. JUSTICE GRANTHAM: Have you a statement of defence delivered?

MR. JELF: Not yet.

MR. CLUER: The statement of claim was only delivered on November 28th.

MR. JUSTICE GRANTHAM: I do not know that I can ask you Mr. Cluer, but do you admit that you have induced them to break these contracts?

MR. CLUER: Certainly not.

Mr. Justice Grantham: Then why can you not give an undertaking?

Mr. Cluer: Because we cannot give an undertaking not to do that which we do not admit we have done.

Mr. Justice Grantham: If it is a matter in dispute surely you can say, whatever may have happened in the past, it shall not happen again.

Mr. Cluer: We shall be in the same position as if an injunction were granted, and the moment anything is done, however innocent, by us, we shall have a motion to commit. Your lordship will see what interference has taken place. Directly anything is done, these plaintiffs will be applying for attachment or sequestration or whatever is the proper form to apply for. Your lordship will find they have two cases they can rely on. Both break down, and the third one they withdraw because they obtained the order for the machine by fraud.

Mr. Jelf: My lords, there is no affidavit suggesting the defence of fraud.

Mr. Cluer: There is your own withdrawal. We cannot give an undertaking because it is equivalent to an injunction. It is equivalent to admitting we are in the wrong, and submitting to a series of attacks by these plaintiffs for any words alleged by them to have been used by any one of our agents.

Mr. Jelf: I am not asking for an injunction as to slander of title. What we want to prevent is the future irreparable damage caused by these contracts being broken. Now your lordships see the position. My friend knows as well as possible that it is without prejudice to any question, and I will state that it is. It will not be taken or used as in any way an admission on their part that they have done a single thing that is wrong. I offer that now. If they will not take that, then I ask your lordships to ask yourselves what must be the reason and motive of these gentlemen not giving the undertaking. My friend has introduced a matter nowhere touched upon in the affidavits. I know there is a hint in some of the cross-examinations of these witnesses with regard to our having represented our machines as Singer's, which we have never done; but in the affidavits there is no suggestion at all that that is any ground of defence against us. Now I will proceed if they will not give the undertaking, and ask your lordships to say (and I hope it will take very little to satisfy your lordships) that there ought to be an interim injunction.

Baron Pollock: Have these affidavits been answered?

Mr. Cluer: Oh yes, and cross-examined upon.

Mr. Jelf: All the witnesses on both sides have been cross-examined.

Baron Pollock: Have we the report of the examiner?

Mr. Jelf: Yes. Your lordships have the depositions. I shall be able to save time by calling attention to my strongest points. I did want to put foremost in the argument this, that although elaborate affidavits have been filed on both sides, the statement of systematic action is not alluded to. They are content to fall on us in detail, and take the particular cases which we have with great difficulty brought forward. They have tried most unsuccessfully to attack them, but still they only do that. They don't attempt to say that they have not made this systematic attack. The first case I will take is Miss Botwrights'.

Mr. Justice Grantham: That is not one of the names given in the statement of claim.

Mr. Jelf: No, with regard to the cases put forward in the statement of claim we have not at present gone into them, but the important thing for us is, that after they know what we are going for we find the same thing going on, and therefore we say we ought to have an interim injunction. So we take only cases which have occurred after the writ. Now, my lords, the first case is the case of Miss Botwright. She says she has read paragraphs 7 and 8 of the affidavit of Mr. Bray and that they are quite accurate. Mr. Bray's statement is contained in Mr. Bray's affidavit in the latter paragraph of page 7. "On March 28th, 1894, a sewing machine, price £4 15s. 0d. was supplied by the plaintiffs to one Harriett S. Botwright, of 31, Albert-park, Highbury. The machine was to be paid for by monthly payments of 5s. Up to 19th September last the customer had only paid 10s. On account of information received, I called on the said customer and she informed me"—your lordships remember that Miss Botwright says that this is correct—"that an agent of the defendant company, by the name of Hanscomb, had called several times and had advised her to return the machine to the plaintiffs, and that on August 27th, the writ being dated the 11th July, he called with another person who said he was a superintendent official of the defendant company,"—that is a gentleman named Gardner who was afterwards cross-examined on his affidavit—"and who wrote the note August 27th, 1894, purporting to be from the said Miss Botwright addressed to the plaintiffs as follows, which is now shown to me and marked "A" and of which the following is a copy." Mr. Gardner, who was the defendant's agent, admits that this, which I am about to read, is in his writing. It is this: "Gentlemen, I beg to inform you that I have returned the sewing machine to you by Parcels Delivery, as I have no further use for it." Then Mr. Bray's affidavit goes on, "The said official told her that the machine of the plaintiff's was useless, and he altered the tension of the said machine and said it was German trash, and she would always regret having purchased and keeping same, and that King's would not trouble to put it right or give her lessons, and he said he would be pleased to supply her with one of the Singer Company's make if she would return the plaintiff's. In consequence of this I had the machine examined and it was found in perfect order except the tension, which had been tampered with." I will there for a moment stop because I will show your lordships in this cross-examination of Gardner what he says about it. On page 23 of the depositions, Gardner is cross-examined, and this is his account of the matter. "I called with Mr. Hanscomb to see Miss Botwright on or about the 4th of last September. I only called on her once. Mr. Hanscomb did not say whether that was the first time that he had called on her. Miss Botwright told me that she could not get the plaintiff's machine to work. That is the way as far as I recollect that she expressed dissatisfaction with it. I suggested that she should return it. That was after I had seen the machine. I did not work it myself, I did not try to. I only looked at it, I did not touch the machine at all. I did not ask her whether she had any experience of sewing machines, or whether she had ever worked a sewing machine before. It is quite possible that she might have been dissatisfied with the machine because she could not work it. That is as far as I knew at the time I looked at the machine. I did not know it was the plaintiff's. I had never heard of them before. Miss Botwright mentioned that it was one of King's, till then I had never heard of them. I did not write a letter for Miss Botwright. I gave her a note of what to say on returning it." He begins by denying it. He says, first of all, I did not write the letter for Miss Botwright; then he says I gave her a note of what to say on returning it, and then lastly he says I gave her a copy of what to say. That is the letter I have already read to your lordships. Then at folio 150 my friend elicits this from him. "The stitching that I saw would show me that the tension of the machine was out of order." You know that in a sewing machine the tension is a mere matter of screwing the two screws and making it tighter. It is all it wanted when it went back to our clients. It does not happen that the tension of a "Singer" may get out of order at times with a careless operator. The machine could not have worked worse after my visit than before, it was working bad enough before. We have evidence to show that after these gentlemen had tampered with it the tension not having been quite right before, it was much worse afterwards. It was impossible that anyone could make it work worse stitching than it was doing. It is untrue that I touched two of the screws of the machine. I would not do that. The machine could have been adjusted but I was not going to adjust it for other people. I can't recollect whether I told Miss Botwright that it was the tension that was wrong. I did not tell her that if it was the tension it could easily be put right. I can't remember what I said to her after I looked at the machine, I told her she had better have a "Singer." Miss Botwright showed me the machine without being asked. I looked at it to examine it to see what was out of order." Then a little lower down, opposite folio 154, your lordships will find an important statement in connection with some of the evidence. "A person could not make the machine go right entirely by touching the top screw, the underneath tension would want altering to alter the stitching." There is evidence on our part that that is what this gentleman did. He did alter it and change the tension. Coupling that with the fact that he writes this letter, the object and motive of his conduct, I submit is plain. Then, my lords, at page 6, Miss Botwright is cross-examined, and this is what she says in cross-examination by the other side. "I got my machine from the plaintiffs about the 28th March, 1894." Then she goes into a discussion she had with somebody else. A Mrs. Spencer first of all. Mrs. Spencer was one of the persons to get a commission from the defendants, and she afterwards brings on the scene these advisers of the defendantcompany. At page 7, Miss Botwright says, "I do say that someone from the Singer company tampered with my machine. I have not heard his name, it was not Mr. Hanscomb, but the gentleman who came in here with him this morning. (The gentleman entered the room and was identified by the witness, he was Mr. Gardner.) The gentleman altered the tension and the pressure foot." Therefore we have got Mr. Gardner who says he was only there once giving the kind of evidence your lordship has heard the gentleman who wrote the letter which Miss Botwright was to sign and send to my clients and she swears that he was the man who touched the machine and tampered with it. Then she says I never asked the people who sold me the machine to show me how to work it. I have had one lesson since. I knew enough of the machine to use it. I did not tell Mr. Gardner that the machine was out of order, it was out of order then, that is when Mr. Gardner came, and he said 'May I see it? I did tell him the machine was not quite right. I can't remember whether I said to him that if I had seen one of Singer's before purchasing King's I would have had one of Singer's. He said to me, 'Why not send it back?' He persuaded me to send it back." This was not the case of a hiring and purchase arrangement by which the so-called purchaser had the option of returning it and forfeiting the money paid. This was an out-and-out sale. Therefore to send it back would be to have nothing to do with it and then the question of instalments would arise. "No one else was in the room but Mr. Gardner and myself when he altered the machine, the mistress was downstairs. I had not had a sewing machine before this. I knew what the tension was because where I had been in service before I used my mistress's machine. I showed the machine to Gardner. The tension had not been out of order before. It was something with the stitch which was not right before. It made large loops in the underneath part of the sewing, so perhaps it was the tension. The tension is merely a screw, it was two screws he interfered with. It was a hand machine." Your lordships remember he says it would take two screws to alter it, and she says it was two screws he interfered with. "I told Gardner the machine was not quite right and saw him put his fingers on those two screws and turn them. I am not dissatisfied with the machine at all, and never have been not at any time." Then at the bottom of page 8 she says "Gardner wrote the letter of August 27th, 1894, referred to in my affidavit. He himself suggested that he should write that letter." What does your lordships think of the candour of the gentleman who, when he is cross-examined, says I did not write the letter for Miss Botwright and then when he is confronted with it is obliged to say that he wrote the one she signed?

Baron Pollock:—What does the letter say?

Mr. Jelf: That she had no further use for it. She had every

further use for it. It was perfectly untrue. It was he who made her say that. Since that we have been able to set the machine right and satisfied her so that no further mischief has come of that case. This kind of thing is going on all over the country in all kinds of places among all kinds of people and we find it necessary to come and ask your lordships to protect us till this case comes on for trial.

BARON POLLOCK: What was the date of your writ?

MR. JELF: July 11th, 1894, and this conversation with Mr. Gardner, the admitted agent of the defendants, was on August 27th. Then, my lords, Cressy, at page 12, was a witness of our side who was cross-examined by Mr. Cluer, and in his cross-examination he said "When I went on September 10th I found both the tensions loose, both the pressure foot and the upper stitch. It did not take more than two or three minutes to put them right. They simply wanted adjusting. Adjusting in this case only meant screwing. Miss Botwright did not tell me that on September 10th that she was satisfied with the machine." Those, I think, are the important and salient parts of the evidence with regard to Miss Botwright.

BARON POLLOCK: Have you affidavits showing the same thing done by other people?

MR. JELF: We have another case of a Miss Woods. We have not an affidavit from Miss Woods herself, but we have evidence of interviews with her. We start by alleging a statement which is not denied. There is no affidavit denying it in any shape or form, and all there is is a series of affidavits attempting to deny the three specific charges we set up. One of them my friend says was abandoned because of a charge of fraud. It was really abandoned because it was very expensive to get the evidence from Jersey where the lady lived.

MR. CLUER: We should have had to bring the lady at our own expense.

MR. JELF: She is not here.

MR. CLUER: You declined to go on. You gave notice to cross-examine her and then withdrew it.

MR. JELF: I think you are mistaken. We gave no notice to cross-examine, all I can say about that, is that it is a short time only since this action commenced and yet we have proved two good instances. Of course, the defendants do these things as quietly and as secretly as they can and I think to have found out already two instances, especially this instance of Miss Botwright, is almost as much as your lordships would expect. I couple that with the fact that the systematic doing of it has been sworn to, and with the fact that my friend is instructed to say that he will not give an undertaking, and that I submit is quite sufficient to show that it is a case in which it is right to grant the interim injunction at this stage of the matter. Of course I can go through the case of Miss Woods, if your lordships think it desirable in a like manner.

MR. JUSTICE GRANTHAM: I understand, Mr. Cluer, you decline to give the undertaking?

MR. CLUER: It is impossible, my lord, because it is quite equivalent to an injunction and any supposed breach would be sure to be dropped on. There are two cases only my friend has got to rely on, and both of those I will satisfy your lordships are not matters for an interlocutory injunction. We say the proper course is to let the thing stand over till the trial; but if my friend insists on going on, we shall ask your lordships to dismiss the summons with costs.

BARON POLLOCK: It is not like a case where you ask for an injunction not to use a patent, where it stops your business. Here *ex-hypothesi* you could not wish to do what is wrong, and I should have thought you would be glad to undertake not to do it.

MR. CLUER: Your lordship sees they sell these machines as Singer machines, then we go and find out that they have done so and we say you have a right to send it back. If we give an undertaking here that we will not ask people to send these things back we shall we powerless, and we shall be obliged to allow to sell their machines as ours. I can only assent to this motion standing over till the trial of the action. My friend has carefully looked out the few pieces of the evidence which suit his case.

MR. JELF: Do not say "carefully," because it assumes that I did it purposely.

MR. CLUER: Well I will say carelessly.

BARON POLLOCK: Mr. Jelf, if there be an assertion that your Company are selling their machines as Singer's, would you object to give a counter undertaking?

MR. JELF: My lords, that question is coming on in the Chancery Division to-morrow. We have always been willing to give that undertaking, and I repeat it now although we absolutely deny that we have ever done that which is alleged. We will give it with pleasure. We are not claiming the right to do it, as my friend is doing here.

MR. CLUER: I am claiming the right to do what has been done in those two cases you rely on.

BARON POLLOCK: You say, Mr. Cluer, that what you did you did in self-defence?

MR. CLUER: Yes, and we do not admit that the statements are true.

BARON POLLOCK: What occurs to my mind is this: In this class of case it is almost impossible to decide the question of an interim injunction without going through all the materials. But then, on the other hand, I think any Court would say that before you can act upon that alone, or together with other circumstances, you must be satisfied that no mischief is done meanwhile. I do not know why you should not both give this undertaking, of course protesting that you are virtuous and immaculate.

MR. CLUER: The question is whether the plaintiffs upon such materials ought to have gone to such enormous expense.

MR. JELF: Poor Singer Company!

BARON POLLOCK: That may be said in any of these cases.

MR. CLUER: That I submit the Court will consider.

BARON POLLOCK: You see we must go over all the ground and then the case will come on for trial after that.

MR. CLUER: Your lordships see what will happen. The next time they sell a machine, as they do, saying that it is a Singer machine we shall go and say it is not. We have actually had cases where the servant girls come and say, "Why have you not given me a lesson, I have bought one of your machines?" We know nothing about it and we say, "We have never heard of you before."

MR. JUSTICE GRANTHAM: That does not prove that they were told it was a Singer machine. When you say that is your case that is not what you mean. He does not say they have represented these machines to be Singer's.

MR. CLUER: That is Botwright's case.

MR. JUSTICE GRANTHAM: I was taking that. Nothing could be more reprehensible than your conduct in that case from your own admissions.

MR. CLUER: I shall be able to satisfy your lordships as to that matter. Our point is that an undertaking is as bad as an injunction to us.

MR. JUSTICE GRANTHAM: I do not know why the law should be altered for you.

MR. CLUER: If they are not entitled to an injunction they are not entitled to an undertaking.

BARON POLLOCK: You may say that in every case. It is an enquiry which must cover a considerable amount of time, and when it is all over we either give or refuse the interim injunction. In either case the action will have to come on for trial.

MR. CLUER: I cannot, on behalf of my clients, risk the responsibility of this or that agent being brought up for contempt of court upon affidavits which the evidence in the other action shows will be a direct contradiction of evidence on both sides. We shall only have endless litigation.

BARON POLLOCK: When will the action be tried?

MR. JELF: Not for some time.

MR. CLUER: My friend has taken plenty of time already, because the writ was issued on 11th July and the statement of claim was not delivered till 28th November.

BARON POLLOCK: Where is the venue?

MR. CLUER: Middlesex. There will be no delay on our part. What I say is that my friend's clients have not shown any particular desire to hurry on the trial.

(Their lordships conferred.)

MR. JELF: May I suggest that my friend is leaping before he comes to the stile. My clients will——

MR. JUSTICE GRANTHAM: We have power to direct the cause to be tried at once under the new rules.

MR. CLUER: No, I think not, my lord. That applies to order 14.

MR. JUSTICE GRANTHAM: I mean outside that.

MR. CLUER: If we have particulars we are quite willing to take order 18a and try it without pleadings.

MR. JELF: That will be very nice for my friend to avoid putting in a defence. I am afraid, my lord, there is no way of accelerating the trial, there must be discovery. It is a kind of case where one must get as much discovery as we can and find out who these agents are.

MR. CLUER: You know them all.

MR. JELF: It is impossible to hurry it on. I was going to say that this suggestion of my friends that we shall do all sorts of improper things is quite imaginary. My clients get an undertaking, and suppose we cannot clearly show that that undertaking is broken we shall not be able to get an attachment but our summons will be dismissed with costs. It would be a most dangerous thing for us to do unless we had a good case.

MR. JUSTICE GRANTHAM: I am afraid, Mr. Jelf, you must go on if they will not give any undertaking.

MR. JELF: I ask your lordships to note their refusal and say there is no *bonâ fides* in their defence.

BARON POLLOCK: Before whom were these witnesses cross-examined.

MR. CLUER: Mr. Hall, one of the examiners of the court.

BARON POLLOCK: We are going back to that which was the most dilatory and expensive forms of the old Court of Chancery. The parties first of all exhaust their powers in affidavits, then the witnesses are examined *vivâ voce* and the case is argued before two judges who have never seen the witnesses. When it comes to the trial the witnesses are in Court and the whole thing is heard.

MR. JELF: I think what has occurred in this case, as plainly as anything in a court of justice can do, carries me a long way towards obtaining this interim injunction. I put it in this way that if I once give one salient instance, and I put forward this case of Botwright, as to which the defendants will not deal with it in anyway, if I am met on that with a statement that they will not give an undertaking, that must show, I submit, that it is a kind of thing they are going to justify and repeat.

BARON POLLOCK: No, no, you can hardly say that. Mr. Cluer says you charge us with something which is absolutely dishonourable and we will fight you on it, and more than that we will have the order discharged with costs.

MR. CLUER: I am quite willing to let that stand over. What I mean is that I am quite willing that all these enormous costs should be reserved for the judge to deal with at the trial, that I am quite willing to agree to.

MR. JELF: I am much obliged to my friend for nothing. To wait till the trial means irreparable damage to us. To say I am content to wait till the trial, is the same thing as for a man to say, I am for the defendant, you want a verdict for the plaintiff, I will give you one for the defendant. Now my lords, the matter I have to establish is first that I have to satisfy your lordships that there is a reasonable apprehension that these things will be done to the detriment of my client, and will be done in a way extremely

difficult for my clients to find out, and that they are things which, if they have been done, are sufficient to constitute a cause of action against the defendants If there is reasonable ground to anticipate that, then I submit I am entitled as a matter of right to an interim injunction. One of the tests whether or not there is any real *bonâ fide* answer to this is what the other side say and do on the matter. I would like to ask your lordships to consider how it happened. There is no difficulty at all in the matter if it were not systematically done. The complaint is put in the forefront of the affidavit of Mr. Bray, and they have managers who could make a complete answer if they had one. Notwithstanding all this enormous expense which my friend says the poor Singer Company will not be able to afford, and all this elaboration, they have not put forward a single affidavit of anybody to say it is not true that they have systematically been carrying on this course. They do not suggest or hint that this counter-charge which they are making in the Chancery Division is true, but all they say is this, we do not say we have not systematically been doing it but you have not found us out, and the cases which have occurred since the action are not sufficiently definite and we cannot make any sort of answer; and as to your assertion that the thing has been systematically carried on we would rather not enter into any trial of that primary fact. I ask your lordships whether the fact of their own denial of that substantial allegation, coupled with one single case of this kind of conduct on the part of their agents is not sufficient to warrant my coming here? I have proved that their agent sat down and pressed this young woman to write this letter when the machine had nothing on earth the matter with it except that the screw was not tightened up, which is done in three minutes, and yet he made her sit down and induced her to write a letter to say the machine was of no further use to her, all the time pressing on her a Singer machine. If that is not pretty clear proof that the systematic course, which is not denied on the other side, is going on even now since the writ I do not know what is. If it is still going on since the writ why are we not to be protected? I submit to your lordships the test of the matter is this: Is it likely to be able to be met by damages when the time comes, or by the relief we shall get when the time comes? I submit it is not. It is impossible to measure it. Suppose the case takes six months to come on, and I suppose that is a low calculation seeing that there must be discovery on both sides, and interrogatories and examination of documents, and so on, extending over a considerable amount of time and space—in that six months the very mischief which we dread, and which they will not give us any help to prevent, may have been done in such a way that we can never undo it. Here are these people who are sworn to have agencies in every town and village in the country. If our case is right we are being ousted by this powerful company, and they can, in the course of time, by pursuing that system, which they have not ventured openly to deny, crush out our business and get their Singer machines taken up in all directions. One of these servant girls is pressed by the agent of the defendants to break her contract and get rid of her machine. She tells her friends of it, and tells them, "You ought to have a "Singer.'" It is enormously difficult to find out these things, as anyone who has had anything to do with getting up the case most know. It may be going on in the country behind our backs, and it is only by merest chance that we occasionally get information which enables us to swear to the system. Even since the writ we have got one or two clear cases (and I shall be able to show presently another case with regard to Miss Woods) where that system is going on. There may hundreds throughout the country, and if we are not able for six months to put our finger on these cases, and endeavour to stop them, we shall be ruined. My friend says he will allow the matter to stand over for six months. If it is to stand for six months, in that time mischief may be done which is irreparable and which cannot be dealt with by damages because the plaintiffs are a limited company which has to depend on fair dealing by great rivals like the Singer Manufacturing Company. If my friends are right we have fair dealing, but if we are right we have not. If my friends do not set up the right to do what is improper then what harm does it do them to give an undertaking. If they will not, I hope your lordships will force on them that which they will not give as a matter of good grace, and which we are prepared to give them in the other action in the Chancery Division. I ask your lordships to say the interim injunction ought to go. Now, my lords, Botwright's case is the one I have brought before your lordships' attention. As to that there is no hint that this 'Singer' point was brought forward. It would be the most foolish thing in the world for us to do with these lynx-eyed people all over the place. In this case they do not allege it. They start a long time afterwards, namely, in October, a suit in the Chancery Division which is intended as a counterblast to this action in which they allege that for the first time. A motion in that case is, I believe, coming on to-morrow before Mr. Justice Chitty. As I have said we have shewn our *bonâ fides* in the matter by saying that although we absolutely deny that we have done that which we are alleged to have done, yet so conscious are we of our innocence that we will give an undertaking with all these frightful consequences which my friend has depicted of attachment and so on. They will not do the same thing here. Now, my lords, I will go into the other case of Miss Woods. With regard to that I will first refer to Mr. Bray's affidavit. He says first of all, in the 3rd paragraph. "On 25th July last"—which is therefore a fortnight after the action began—"the plaintiffs in the ordinary course of their business sold a 'Universum' sewing machine, No. 296,435 to one Cecilia Woods, of 81, Portsdown-road, Maida Vale. The said machine was to have been paid for by instalments of 5s. per month. The customer has only paid 7s. to the plaintiffs in respect of the said machine, and on September 18th, the said machine in breach of the plaintiffs' contract with the said Miss Woods was returned to the above-named plaintiffs at the above-named address. A letter dated 13th September was received at the same time purporting to be from the said Cecilia Woods stating that she could not keep the machine any longer. The said Cecilia Woods has refused to pay any further instalment in respect of the said machine and has broken her contract with the plaintiffs. After the said machine was returned by the said Miss Woods as aforesaid, I, on behalf of the plaintiffs, called on the said Cecilia Woods, and she informed me that Mr. Head, an agent of the defendant company, had called on her and had stated that the machine supplied by the plaintiffs to the said Miss Woods would never give her satisfaction and he sought to induce her to allow him to return the said machine for her by Carter Paterson delivery and to supply her with one of the defendant company's machines, but she did not allow him at that time to do so. Subsequently the defendant company induced her to sign an agreement to take a machine from them, and they supplied and delivered the said machine to her and the said Head induced her to consent to send, and she did thereupon send, the said machine back to the plaintiffs as aforesaid. I am informed by the said Miss Woods and verily believe that she was perfectly satisfied with the machine supplied by the plaintiffs to her and would not have returned the same or broken her contract with them had not the defendant company's said agent induced her to do so by means of the aforesaid visits and statements."

Mr. Finlay: Have you an affidavit from Miss Woods?

Mr. Jelf: No. My friend knows I have not. I have an affidavit from a gentleman who has attempted to obtain an affidavit from her. Then, my lords, I will refer you to the second affidavit of Mr. Bray in which he says: "As regards the customer Cecilia Woods I have used every endeavour to induce her to make an affidavit verifying the facts as far as they relate to her case in my said affidavit. She had admitted to me the truth of what I therein state. I have called twice on the said Cecilia Woods' parents but they positively decline to allow her to make any affidavit because they do not wish their daughter mixed up in a law suit. I have also caused the plaintiff's solicitor to call on Mrs. Hughes (the said Cecilia Woods' mistress) in order to get her to induce the said Cecilia Woods to make an affidavit, but the said Mrs. Hughes would not allow the said Cecilia Woods to make an affidavit without her parents' consent. I am informed and believe that the said Mrs. Hughes has also called on the said parents and that they have positively refused to allow their daughter to make the said affidavit." Of course we cannot subpœna her here at present, although we can do so when the trial comes on. "The said Cecilia Woods told me that she was quite willing to make the said affidavit if her parents would only consent to her so doing." Then there is evidence which goes to show the date at which that machine came back, and what was going on on the part of these agents of the defendants' because it is an admitted fact that on the 18th September she signed an agreement to get one of these machines.

Mr. Finlay: I think my friend should mention that Miss Woods stated to our agents, and has stated to other persons that this machine of the plaintiffs' was sold to her as a "Singer."

Mr. Jelf: Where is the affidavit of that?

Mr. Finlay: It is in Mr. Shortland's affidavit, in Mrs. Weatherley's affidavit, and in Lee's affidavit.

Mr. Jelf: Very well. I should like to see what these two witnesses say about it. I do not apprehend it is my duty to make out so strong a case, as it would be if your lordships were asked to give a verdict at *nisi prius*.

Baron Pollock: No, but you hear what is said on the other side. Mr. Finlay says he has an affidavit that this good woman said it was sold to her as a "Singer."

Mr. Finlay: Of course, my lords, I do not put forward that statement as evidence of the fact, but what I do say is this, that my friend's cause of action must be for maliciously inducing these people to break their contracts. If the facts as represented by Miss Woods to our agents were such as would have justified her in returning the machine, as she would be entitled to if it were sold as a "Singer" when it was not, then the element of malice would fail.

Mr. Jelf: No doubt that is very cleverly put forward by the other side, but in the affidavits answering the case put forward on the part of the plaintiff, there is not a single word about it.

Mr. Cluer: Do not say that, because it is not accurate.

Mr. Jelf: Here is the letter which sends back the machine. "I am sending back your machine, I think that you will find everything quite correct. I am sorry to have given you so much trouble." That is her letter, she never suggests anything of the sort.

Mr. Finlay: She did not want to be defendant to an action.

Mr. Jelf: That can be best tested by the Chancery Division action, which is a totally separate matter, and as to which we are prepared to give an undertaking.

Mr. Finlay: I think it may be tested by this, that in another case, of Miss Baines, Miss Baines has made an affidavit stating that the plaintiffs did sell the machine to her as a "Singer" and the plaintiffs have abandoned Miss Baines's case.

Mr. Jelf: My lords, with reference to an interim injunction being granted, I would suggest this, that if there is the slightest shadow of fraud in this suggestion about our having sold the "Universum" machine as "Singer's" that would be a complete answer to any attempt to attach anybody. I agree with Mr. Finlay that if there is a wrong being done on the part of the plaintiffs towards the defendants, it would be difficult to make out finally any case against us, but still more would it make it perfectly impossible for any harm to come if any of these suggested applications for an attachment were made.

Baron Pollock: What is pressing me is that there is not the same ground for an interim injunction, that there was before Lord Cairns's Act. I need not refer to Lord Cairns's Act because it is well-known.

Mr. Jelf: I entirely admit that with this modification. It is

perfectly so with regard to anything that can be measured in damages and in which you can have an opportunity of measuring it.

BARON POLLOCK: In a case of this kind it is like slander of title, and the jury are not bound to measure the damages with a meagre hand. If they think it is done dishonestly and in an untradesmanlike manner they would make the defendants pay pretty smartly and no Court would disturb that verdict.

MR. JELF: That is so, but the practical difficulty of showing the damage is enormous. Anybody knows that when you come to deal with this kind of case.

BARON POLLOCK: This is only a peculiarly strong instance of what we always feel when we are asked to grant an interim injunction. If we could say try the case this day month and let the matter stand over till then everybody would say that is a reasonable course; but there is great difficulty in coming to a solid conclusion upon these conflicting questions when you do not see the witnesses. To my mind it is very great. It is not like the ordinary case of stopping the working of a patent which if an account is taken does not so much matter, but this is a case where there are considerations of character on both sides. You charge them with doing a mean, base and very wrong thing. They on the other hand have a counter charge against you that you sold your machines as "Singer" machines.

MR. FINLAY: It is not merely a counter charge, but it would afford a perfect justification if it were the case that any of our travellers had said to the purchaser return the machine.

MR. JUSTICE GRANTHAM: Is that made the basis of the answer to any of the questions that were put in cross-examination?

MR. FINLAY: Yes.

MR. JUSTICE GRANTHAM: Where shall I find that statement?

MR. JELF: Your lordship will find it almost impossible to make their case fit in with that.

MR. JUSTICE GRANTHAM: I should like to see where it is suggested.

MR. CLUER: Your lordship will find it in the cross-examination.

(Adjourned till to-morrow morning).

SECOND DAY.

MR. JELF: My lords, I do not desire to take up very much more of your lordships' time in this case, but it is a matter of such enormous importance to my clients that there are a few things I should still desire to press on your lordships' from the affidavits and cross-examination.

MR. FINLAY: My lords, before my friend goes further with the affidavits I think I ought to call attention to an authority shewing that this is not a case for an interlocutory injunction. It is the case of the Mogul Steamship Company.

MR. JELF: We all know that case; and I submit my friend is not in order in interrupting me upon a matter which is a matter entirely for your lordships' discretion.

BARON POLLOCK: Except this, that I confess myself, since I have been thinking of this case, as you are aware, there are, I do not say too strongly, but there are technicalities of equity more than technicalities of law, and there are certain rules by which the Courts of equity consider themselves governed which of course would govern us when we are administering equity.

MR. JELF: I do not think there is any such rule as my friend suggests. I ask my friend whether he is going to contend that it is not a matter for the discretion of the Court.

BARON POLLOCK: Rightly or wrongly, this is a very serious case, in the sense that it charges the defendants with doing that which almost amounts to a criminal act. Then, although that makes one watch it a little closely, it is not like asking for an interim injunction to stop the sale of goods going on from day to day. You have been able to find two instances, but it cannot be said that your whole trade is stopped and that they ought to be arrested immediately. On the other hand, as I pointed out yesterday, if they had done this it would be a thing that could be measured in damages at the trial. I should like to be fortified in your favour by some authority. I do not know myself of any, although I have had to sit in the Equity Courts several times, but I do not know of any case of this kind in which an interim injunction has been granted.

MR. FINLAY: I think the observations of the Court in this case of the Mogul Steamship are most pertinent upon that point.

MR. JELF: That is a matter which my friend can deal with when it comes to his turn. My friend, no doubt, is anxious to avoid going to these affidavits, and it is the same principle exactly which makes them refuse to give this undertaking. They dare not face the facts, and I desire to go into them. However, as my friend has mentioned that case, I will suggest this great difference between it and the present. In that case there was no allegation that there was irreparable damage, which could not be met by damages. As to that, I have got these two paragraphs in the affidavit of Mr. Bray, to which I ask your lordships' attention, and what I am going to read is not cross-examined to at all, and there is no attempt to deny it. Paragraph 10 states: "As the defendant company have offices or men in every town and village in the country great facilities are thereby afforded them of interfering with the plaintiff's business in such a way that the damage cannot be properly estimated, nor the injury to their business repaired by any damages that may be awarded at the trial." This is sworn by the manager under the responsibility of his oath, and he says this is the result. "It will be, and is, in many cases, absolutely impossible, and in many cases difficult, to obtain evidence of what has been done by the defendant company's servants to the injury of the plaintiff company and its business; not only is it very difficult to trace instances of interference such as aforesaid by the defendant company, but when traced information and evidence are only in a few instances obtainable by the plaintiffs." Your lordships have an illustration of that with regard to what has happened in the matter of Miss Woods. Her statement is annexed to the affidavit of Mr. Bray, but her parents will not let her come and give evidence. "The general result of this interference is to make customers dissatisfied, and to cause them not to perform their contracts with the plaintiffs. I am advised, and believe, that unless an interim injunction be granted irreparable injury will be caused by the defendant company to the plaintiffs, and I have every reason to fear, and do fear, that the defendant company will continue the illegal practice such as has been described, inasmuch as all the three cases referred to in this affidavit have arisen since the date of the issue of the writ herein. I have made the above statements from facts within my own knowledge excepting where I relate information given to me, all of which information I believe, after diligent and careful inquiry, to be true and accurate." Therefore I have, as strongly as an affidavit can put it, a statement of what is believed to be the effect of this, and I would ask your lordships, in dealing with this case, to remember the nature of it as to whether that is not on the very face of it a true statement. Here you have things which are happening in the dark in these households, where servants and all kinds of people are tampered with in this way, and yet since the issue of the writ we have been able to establish, and place before your lordships, two cases already. Add to that the fact that in the second paragraph of Mr. Bray's affidavit he alleges that the defendant company, by their agents and canvassers, have systematically carried on this practice, and that they do not answer that or the tenth or eleventh paragraphs in any shape or form. My lords, I wish to correct an error I made yesterday. I alleged they had not set up in their affidavits this "Singer" point, this afterthought of trying to get out of it by saying that my clients had represented their machines as "Singer's," although they do, with regard to two of the subsequent instances, try to set up that case, and although they break down in Miss Wood's case, yet as to this systematic usage on their part they do not venture to say you have been systematically making us do it by your fraudulent statements. Now, my lords, I come to the cases or instances which I rely on. I show that in Botwright's case we have a complete case, and I ask your lordships to rely on that for the purposes of to-day. Of course it is just possible that some fresh evidence may come out about it at the trial, but it is a pretty complete case already, and I ask your lordships to rely on it.

MR. FINLAY: The machine has not been returned in Botwright's case; she has still got it.

MR. JELF: What does that matter, you might as well say that a man who has broken into my house and tried to steal my plate is not a burglar because he has not got it.

MR. FINLAY: I think my friend should read the affidavits instead of making these random statements about burglars.

MR. JELF: I have already read the letter sending back the machine.

MR. JUSTICE GRANTHAM: Mr. Jelf did read the affidavits yesterday.

MR. JELF: I do not know what the point of the interruption is. The machine comes back through the intervention of the defendants.

MR. FINLAY: That is a mistake.

MR. JELF: If my friend would give me credit for not stating intentionally anything inaccurate I should be obliged.

MR. FINLAY: I do not suppose you do it intentionally for a moment, but you certainly have stated some of the facts inaccurately.

MR. JELF: My friend will have an opportunity of pointing out my inaccuracies presently. With regard to Botwright's case, the thing was not sent back because it turned out that the turn of a screw entirely removed any possible complaint, and there is no ground for saying the machine ought to be returned, or that it was a bad machine. I say with regard to Botwright's case, that it is a complete case in itself, which they must have known of. They do not venture even to suggest that anything was said about it being a "Singer." It is quite true that with regard to Miss Baines they did set that up. Miss Baines' case is the case we have abandoned, but if my friend draws an inference of fraud with regard to that, which I understand he seeks to do, I can show he is wrong. My friend said it might be inferred with regard to Baines, because they had made an affidavit that there had been something wrong in selling the machine as a "Singer" and that that was uncontradicted. The real reason why the Baines case was not proceeded with was because of the attitude which Miss Baines took up in the matter. It was a mere case founded on suspicion, because the machine came from Jersey, addressed by Singer and Company, and my clients pounced on that. turned out to be only a case of suspicion, and we abandoned it, because we did not think we could carry it further. My friend has no right to suggest that that was because we sold it as a "Singer." We absolutely deny it. My lords, the only remaining case is that of Miss Woods. I have shown your lordships already what that is, and now I come to the suggested attack on the ground which is made a sort of counter charge, that we sold it as a "Singer." As to that there is the affidavit of Mr. Hutchings, the person who sold it to her. Hutchings shows in detail what he did when he sold it.

MR. FINLAY: I would suggest that you should first read the affidavit to which this is a reply.

MR. JELF: I do not want to deny that there are affidavits alleging that there are statements by Miss Woods on the other

side; but the reason why I venture to read this first is because this shows the way this machine was sold by the person who sold it. The first origin of the transaction is the most important thing. Miss Woods is not produced by them as a witness, but the most important thing is what Hutchings actually did. He says: "On the 18th day of July last I went to 81, Portsdown Road, Maida Vale, to the side door. A servant who afterwards told me her name was Cecilia Woods was standing there. I showed her the photograph now produced and shown to me marked A, and asked her if she desired to purchase a sewing machine similar to the one in the photograph. She asked me what sort of a machine it was. I replied that it was a Universum machine, and she would find the word 'Universum' enamelled on the bed plate of the machine, and I also called her attention to the words 'King's Universal Supply, Limited,' as appears on the face of the photograph. I also called her attention to the name of the plaintiff's firm on the back of the card, and told her I came from them." I will hand up the photograph of the machine. It is better than tittle tattle.

Mr. Finlay: What is the photograph you have handed up?

Mr. Jelf: A photograph with our name on it—"King's Universal Supply, Limited."

Mr. Justice Grantham: It is the photograph which he says he used when he showed her a photograph of the machine.

Mr. Finlay: May I see it for a moment? (The photograph was handed to Mr. Finlay.)

Mr. Justice Grantham: I think you read this affidavit before.

Mr. Jelf: I beg your lordship's pardon if I did. It is not as if anything is done in the background.

Mr. Finlay: My lords, my friend will correct me if I am wrongly instructed, but I am told that this label is not part of the machine at all, or in any way affixed to it, but it is a mere label stuck on before the photograph is taken.

Baron Pollock: I should like to see that photograph, because the affidavit shows they usually sell the machines by photograph.

Mr. Jelf: I do not so very much mind whether that is so or not. Here is a man who is either telling the most deliberate falsehood upon a matter on which he cannot be mistaken, or is giving an exact account of the sale of this machine. Not only that; but it is the way they regularly do it. Of course they cannot carry round these heavy machines. Your lordship says I have read the affidavit of Hutchings, and now I will read a passage from his cross-examination at the bottom of page 11. "I am the plaintiff's agent who sold a sewing machine to Cecilia Woods, that is the machine which I believe was afterwards sent back by her. I have sworn that I never used the word "Singer" on that occasion at all. That is true. I should say I was in with her about twenty minutes when I sold her the machine on July 18th. She asked me what system the machine resembled. She did not ask me whether it was like the Singer machines. She did not refer in any way to me to the Singer machines. I told her when she asked me what system it was that it was the "Universum." I had never heard of the name "Universum" till I was in the plaintiffs' employment. It is merely a trade name which they use. I have not heard before now that Mr. Shortland, Mrs. Weatherley, and Miss Lee have said that Miss Woods said that I sold her the machine as a Singer machine. If Miss Woods did say so what she said was certainly not true. I told her what firm I came from, I also pointed it out to her on the back of the machine card, that is, the photograph of the machine. I did not say anything about it being an improvement on the Singer. I have been in Mr. Bray's service about four years. I have not seen Miss Woods since I sold the machine to her." I daresay there is somewhere the statement that Mr. Finlay referred to about the name not being on the machine itself. It is not mentioned here.

Mr. Finlay: It is in the affidavit.

Mr. Jelf: Now, my lords, I should like to show what the woman said according to Mr. Head, one of the principal agents for the defendants. He made an affidavit in the first place.

Mr. Justice Grantham: I do not quite know what the facts are, but it is somewhat remarkable that in his affidavit with regard to this name Hutchings does not swear that that is attached to the machine or that it was on the machine at the time.

Mr. Jelf: At that time it does not seem to have been made a point in question.

Mr. Justice Grantham: No, but in his affidavit there is a remarkable distinction between the word "Universum" and "King's Universal Supply, Limited." The word "Universum" is enamelled on the bed plate; but when he comes to speak of "King's Universal Supply, Limited," all he says is it is on the photograph.

Mr. Jelf: I do not think there is any necessity for it being put on the machine. It is not possible that it could be taken for a "Singer" but it is meant to give the details of the actual sale. It seems to me, with great respect, it is quite immaterial whether the name was on the machine or not.

Mr. Justice Grantham: I do not understand having a photograph taken of something which does not exist.

Mr. Jelf: I quite see what is in your lordship's mind, and I will tell your lordship exactly what it is, and I hope your lordships will draw no unfavourable inference from it. The object was to make it clear by selling by this photograph that what we were going to sell was a "Universum King's Machine." Therefore we put on to a machine which we are going to photograph a label with the words "King's Universal Supply, Limited," so that the persons who are going to buy it may see distinctly that what they are going to buy has that name on it.

Mr. Justice Grantham: Why should it not be on the machine itself?

Mr. Finlay: It requires very good eyes to see it from the photograph.

Mr. Jelf: I am told the answer is that there are some difficulties with regard to the Merchandise Marks Acts. That is a separate matter. Of course, it might be a very good thing to say that to prevent these squabbles on every machine there ought to be, and shall be, a label with the name of the seller, and if the legislature liked to interfere to stop litigation they might say you shall always put it on, but it is not done.

Mr. Justice Grantham: Then it ought not to be put on the photograph.

Mr. Jelf: I agree it would be much wiser not to put it there, because it might give rise to the inference which seems to be in your lordship's mind.

Mr. Justice Grantham: I was struck with his affidavit.'

Mr. Jelf: Would your lordship kindly tell me which part you refer to.

Mr. Justice Grantham: First of all he says, "She asked me what sort of a machine it was. I replied that it was a Universum machine, and she would find the word 'Universum' enamelled on the bed plate of the machine." That is to say he says you will find it a "Universum" because the word 'Universum" is enamelled on the bed plate, and then he says, "And I also called her attention to the words 'King's Universal Supply, Limited' as appears on the face of the photograph." You would imagine if you were not thinking about it that that was also on the machine.

Mr. Jelf: I see exactly what your lordship means, and I quite agree it would be much better not to do it, but I hope your lordship will draw no inference hostile to my client from it. What earthly object could they have in pretending the the label is on the machine when it is not. The person would not like it a bit better.

Mr. Justice Grantham: But you see their is this view of the case. I do not know what the Singer machine is, and I could not draw even a sketch of it, but assuming the Singer machine is very much like yours, if there was nothing on to show that this was a King's Supply, as there would be if these labels were on—if that was not there, servants and people of that class buying your machine might assume that although there was the word "Universum" on it, yet it was the same as the "Singer," assuming they had seen the "Singer" at a friend's house, and assuming yours looked like a "Singer." They might think it was a "Singer" and no question would be asked. Whereas if you had "King's Universal Supply, Limited" it would show plainly what it was they were buying.

Mr. Jelf: My lord that observation seems to me rather against the other side. I quite see your lordship's point, and I think, if I may say so, that it is a perfectly proper subject of inquiry, and it is just the kind of thing one would cast about and see if there was anything wrong in. But although I frankly admit it would have been wiser not to have a photograph which does not represent the machine in its completeness, when you come to think of the object, and the point in issue, it seems to me to be immaterial. In fact, it seems rather to turn the other way.

Baron Pollock: Where is that which answers to what Hutchings says in his affidavit, "The word 'Universum' is enamelled on the bed plate of the machine." He says "I replied that it was a Universum machine and she would find the word "Universum" enamelled on the bed plate of the machine." Where is that?

Mr. Justice Grantham: On the photograph.

Baron Pollock: No, this is what he says. 'She asked me what sort of a machine it was. I replied that it was a Universum machine and she would find the word 'Universum' enamelled on the bed plate of the machine." There is nothing about the photograph at all.

Mr. Jelf: That is a fact.

Baron Pollock: Is it true?

Mr. Jelf: Certainly.

Baron Pollock; I should like to see the machine.

Mr. Jelf: I am afraid we have not one here, but I have no doubt my friend will allow me to take that to be so.

Mr. Finlay: It is enamelled somewhere on the bed plate.

Mr. Justice Grantham: Can it be seen on the photograph?

Mr. Finlay: No. I think it would be much more satisfactory if we saw one of the machines.

Mr. Justice Grantham: Yes.

Mr. Jelf: We will send for one.

Mr. Finlay: Your lordships will understand the sale is effected by the photograph. On the photograph is the label with this inscription, but that is not a thing that would catch the eye of anyone, and when the machine comes there is no such name on it, so that it may very well happen that a servant girl buys this thing thinking it is a Singer.

Mr. Jelf: I quite admit that a servant girl might think anything, but that is hardly the question.

Mr. Justice Grantham: I should like to see a Singer machine as well, Mr. Finlay, if you will send for one.

Mr. Finlay: We will, my lord.

Mr. Jelf: Of course, my lords, all this is the subject matter of the inquiry in the Chancery Division, and not here, but I will assume that there is a great similarity between the two. Of course, there is a certain amount of similarity between all sewing machines, but that, I submit, cannot get rid of this definite sworn testimony of the most clear and positive kind as to what passed when this machine was sold. If your lordships ask me to explain why that extra label is not on the machine itself, but is put on the photograph and used, I

shall submit to your lordships that that cuts against my friend because it goes to show that, whereas a servant girl might think she was getting a "Singer" on that photograph being shewn to her, and her attention being called to the fact that according to the photograph it was not a "Singer," that would get rid of the idea which she might possibly have. It may be a clumsy way to have this photograph done, namely to put on to the photograph a thing which is not on the machine itself, but to say that you are to draw an inference that thereby the girl has been deceived into thinking she is buying a "Singer" seems to me a confusion of ideas altogether. Here is the document signed by Cecilia Woods. "Agents are not at liberty to make any verbal arrangements whatever or leave goods on approval, King's Universal Supply, Limited, 17 and 18, Railway Approach, London Bridge." Then the numbers and dates are given and it goes on: "I hereby purchase one of your sewing machines, price 'so and so' upon your terms of subscription, namely, deposit so much on delivery, and so much every four weeks thereafter, which I promise to pay regularly until the amount is paid. In the event of any one subscription not being paid the whole can be claimed at once." Then that is signed by Cecilia Woods. There can be no mistake about that. This is the only case with which we are dealing at present, and I do not say anything about Baines' case because it is withdrawn. Their suggestion is that our clients through their agents have sold these machines as Singer's. This is the document signed by the woman herself, and in very large letters there is "King's Universal Supply, Limited." May I ask your lordships if this is the way people would set to work to sell their own inferior goods if they wanted to take the name and prestige of Singer. It is madness to suppose that those things would be done.

MR. JUSTICE GRANTHAM: You make a great deal of the name "King's Universal Supply, Limited," but I do not see that that has any bearing. It is not as if King was the patentee or manufacturer of these machines. On the other hand, Singer was the patentee, the person who introduced the thing itself, and it is called "Singer," although it may be that there is no Singer in it now. But you are a person who simply sells, and he may sell "Singer's" for all I know.

MR. JELF: I quite accept that.

MR. JUSTICE GRANTHAM: Therefore there is nothing in the fact of your putting on the paper "King's Universal Supply."

MR. JELF: Except this, that you would scarcely deceive a servant girl into thinking it is a "Singer" if she has her attention specially called to another name. You would not deceive a servant girl by putting some other name in large letters.

MR. JUSTICE GRANTHAM: It might, I do not say it would. Suppose a servant girl said "I want a Singer," and your men replied, "We supply all machines. I am a universal supplier. I supply everything; we can supply you with a "Singer?"

MR. JELF: Your lordship sees we are dealing with this specific instance. All I mean is that in this specific instance it seems to me the closer you look into it the more impossible it is for Cecilia Woods, whom they do not call as a witness, and who has made a statement to us precisely contrary to what they say she has made to them, it seems to me impossible that they can come in the face of these documents and facts sworn to by the man who actually sold it, and say that this was represented to be a "Singer." I say it knocks the bottom out of their case. Moreover, we have a letter of apology from her, which I think is an exhibit and which is before your lordships.

MR. CLUER: That is objected to.

MR. JELF: I ask your lordships to look at it and I say it is material on this kind of application.

Now I want to call your lordships' attention to what Mr. Head says, the agent of the defendants, as to the suggestion that this woman thought she had bought a "Singer." I submit that it is perfectly conclusive as to this matter. In the middle of page 13 of the depositions he says this upon cross-examination: "I say that Miss Woods did not tell me when I called who she had bought the machine from. She informed me that she had purchased a machine, but did not say from the plaintiff company. She said nothing whatever to me to tell me whose machine she had bought. She said that it was not a 'Singer.' It was not my mistake putting in the affidavit that Miss Woods told me that she had bought one from the plaintiff company I heard the affidavit read over. It was taken down from my dictation. Miss Woods said that she could not get on very well with the machine. She said her mother had a 'Singer,'—here is the antithesis—"and she would rather have one of those as she understood them." That means she understood how to work them. Here was a servant girl who had been living with her mother. Her mother had a "Singer," and she knew how to work a "Singer." She was now out in service and she says, "I have not got a 'Singer,' but I wish I had, because my mother had one, and I know how to work it, and I should like to have one instead of this." Thereupon, she does get a "Singer" on the very same day that she returned ours. The very day that she returned our machine is the day of the bargain for her to have the "Singer." Our machine is sent off, and reaches my clients on the 18th September, and on that identical 18th September the document is before your lordships by which she buys the "Singer" machine. Has any human being any doubt that what happened was this, which is set up in Woods' case and which I can elaborate more presently if necessary by going into the cross-examination of the witnesses—can anybody doubt that what really happened was this, that she had not got a "Singer," that her complaint was she had not a "Singer," and that complaint being fostered by these people they got her to buy a "Singer" and to send back our machine to us, which was not a "Singer." Will your lordships look at the letter of apology. It is J.B.4.

MR. JUSTICE GRANTHAM: What is it exhibited to?

MR. JELF: Bray's affidavit. It is J.B., 4.

MR. CLUER: That is the document which I objected to. It is a letter from Miss Woods, from whom they cannot get an affidavit. It is referred to on page 5 of the depositions, folio 30. My friend Mr. Isaacs put it to her in re-examination and I objected to it,

MR. JELF: It was admitted subject to the objection. I submit to your lordships that it is receivable.

MR. JUSTICE GRANTHAM: I think at present you are entitled, to argue from your point of view that your charge is true and let them answer it if they can. We must assume for the present that what you have told us is true.

MR. JELF: If your lordship pleases, then, it comes to this—allegation, irreparable damage if this sort of thing goes on. Allegation, a systematic course of doing this kind of thing; no answer to that; no answer either of denial or justification or avoidance; our action brought in July; their action, which I say, is an afterthought, brought a long time afterwards—not till October; then no affidavit dealing with the general question, but an attempt to pounce on the three cases which we have endeavoured to get since the writ; Baines' case dropped and put aside; two cases left, Botwright's and Woods'; no attempt to set up this Singer question; complete case made; the attempt made to set up this Singer point hopelessly broken down by cross-examination. My lords, I submit I have made a very strong case, especially seeing the way I am met when I ask for an undertaking. I am prepared to undertake on my part, without prejudice, protesting that I have never done what I am charged with, and I say I have made a case on these affidavits, which, looking to the length of time we have had to make it, and looking to the irreparable damage which my clients will sustain, entitles me to an injunction.

Now, my lords, the only other matter I have to deal with is the rule of law. My friend was anxious I should not go intothese affidavits, and he said that the Mogul case is a case which shows the Courts will not grant an injunction, or at all events that the tendency of the Courts is not to grant an interim injunction, if you can get the thing sufficiently disposed of at the trial by way of damages. The whole question is whether you can do that. In this case it is positively sworn you cannot, and there is no contradiction. In the Mogul case there was no such affidavit, and although they were dealing with a very large sum of money they were dealing with very solvent people. This is in its nature an extremely difficult thing to prove, as we have found to our cost. It is said that the Mogul case is an authority against me, but I submit it is not. Quite recently there has been a case which is at present only reported in the *Times'* Law Reports, before Mr. Justice Wright and Mr. Justice Collins, of Wright *v.* Hennessey. It was heard on 2nd November last, and this point about the Mogul case is discussed. Mr. Justice Wright, in giving judgment, said:—"The plaintiff was in business and an employer of labour, and the defendant was secretary to a trade union. Disputes had arisen between the defendant's union and the plaintiff, and the defendant, in furtherance of the views of his Trade Union, addressed to persons who had made contracts to employ the plaintiff certain communications intended to prevent them from carrying out the contracts so made between them and the plaintiff. The plaintiff has brought an action against the defendant, and applies for an interim injunction to restrain the defendant from continuing the attempts he has been making. The question is as to the extent to which he is entitled to an injunction, if any. The injunction asked for includes several heads, four in number, and it has, indeed, already been granted as to all four; and the application is to continue it as to all four. The first part of the injunction is to restrain the defendant from attempting to induce persons named who had entered into contracts with the plaintiff to break them. The second part was to restrain the defendant from inducing persons who should hereafter make contracts with the plaintiff from carrying them out. Now, as regards these two heads of the injunction, the defendant has expressed his willingness to undertake not to continue while the action is pending such attempts." Now, this is the point, my lords. "We think it right that it should be given, and if it had not been given we should have probably upheld the interim injunction to that extent. To that extent we are bound by the cases of Bowen *v.* Hall and Temperton *v.* Russell in the Court of Appeal, which lay down in substance that a party must not, when he knows of a contract between two parties, induce one to break it to the injury of another." Then there are other points as to which they say that being so the undertaking must be given; Mr. Justice Collins was of the same opinion, and he says, "For the purpose of to-day he was satisfied that on the materials before the Court there was a *prima facie* case made for the interposition of the Court in consequence of repeated attempts made by the defendant to induce persons under contracts with the plaintiffs to break them and throw them up, and it would be narrowing too much the protection given by the Court to confine it to contracts made and in existence at the time of the action or injunction, though as to an injunction to restrain the defendant from inducing persons not to enter into contracts it would be going too far. He agreed with his learned brother that no order need now be made." My lords, I have offered to give an undertaking in the Chancery action, although there is far less reason for it, and we deny that we have ever done it. We are willing to undertake that we will not do this unfair and improper thing by selling our machines as Singer's when they are not Singer's, and looking at our readiness to do that in this case I do

ask your lordships either to force the defendants here to give the undertaking, or if they will not to grant the injunction.

Mr. Rufus Isaacs: My lords, I am with my learned friend Mr. Jelf.

Mr. Cluer: Do your lordships hear two counsel?

Mr. Justice Grantham: We are bound to hear two if necessary.

Mr. Rufus Isaacs: I do not know that I have anything to trouble your lordships with.

Mr. Cluer: My lords, I must express my regret that my friend Mr. Jelf has succeeded in squeezing out Mr. Finlay, who is obliged to be at the Privy council.

Mr. Justice Grantham: I ought to tell you at starting that the Mogul case does not impress me as applying to this case. The Mogul case was a case where people combined together to drive out opposition to that particular line of trade, but by their circular they did not do anything or say anything to disparage the plaintiff. That was a very different matter from this.

Mr. Cluer: Nor is there here any complaint that we have disparaged the plaintiffs. My friend is not asking for an injunction to prevent slander of title.

Mr. Jelf: Yes, I do now. I withdraw any offer I made, and I ask for the whole injunction.

Baron Pollock: Will you read what are the very words of the injunction asked for?

Mr. Justice Grantham: I have got it here. They ask for "an interlocutory injunction against the defendant company, their servants or agents, prohibiting them from inducing persons to break their contracts with the plaintiffs and from slandering the title of the plaintiffs' goods until the hearing of the action."

Baron Pollock: Then, you see, you must admit this. I do not say there is reason for granting an injunction, but there is no objection to this injunction on the ground that it would stop a business. Your business would go on exactly the same as before.

Mr. Cluer: If it could be subject to this, that we were not to do it wrongfully, then we should have no objection.

Baron Pollock: The Court cannot do more than that. All the Court could say is that the defendants till the trial of this action are in no way either to slander the plaintiffs' goods or improperly interfere with their customers. You cannot possibly prevent a man going to a maid-servant or anybody else and saying "What have you there? A 'Universum' sewing machine? Well, I have got a 'Singer' and I think you will find the 'Singer' the best." If it stopped there it is all legitimate and no Court would stop that. That is why I am surprised you do not give the undertaking.

Mr. Cluer: Your lordships will see presently what has happened in the other action. I shall show that since we first pointed out that they were using the word "Singer" they have since the bringing of the action at Brighton sold machines as "Singer's" again in one case.

Mr. Justice Grantham: That is the subject of the other action, we cannot go into that.

Mr. Cluer: First of all, may I call attention to the principle which Lord Coleridge and Lord Justice Fry laid down was to be the principle upon an application for an interlocutory injunction in the Mogul case. They assume at the time that the plaintiffs would succeed. What Lord Coleridge says at page 485, of 15th Queen's Bench Division is this: "Even assuming that the plaintiffs are right in their contention, it will be competent to the jury at the trial to award, and I have no doubt they will award, the plaintiffs abundant damages to compensate them for the injury that they may have sustained at the hands of the defendants. I have always understood, and I am confirmed in that understanding by the larger experience of Lord Justice Fry, that that is almost of itself a reason for not issuing an injunction prior to the trial of the action." They are claiming only £7,000 in this action. "If the plaintiffs establish their case by the verdict of the jury or the decision of the judge they will get all they are entitled to." As there is no doubt if they established their case against us they would get very substantial damages indeed. Then his lordship goes on: "Next, this does not appear to me to be a case in which, as I was at one time inclined to think, the plaintiffs can sustain irreparable injury by our declining to grant the relief prayed. It may be that they will suffer some damage; it may be that they will for a time have a difficulty in carrying on their China trade, or may have to carry it on at a loss. But injury of that sort differs altogether from the injury which is called 'irreparable,' to prevent which injunctions have heretofore been granted in the Court of Chancery, and are now allowed to issue from this Court. For instance, if a fine old ornamental tree in a nobleman's park be cut down the injury is practically irreparable, and cannot be compensated in damages. It is in cases of that nature that an interim injunction issues. The injury here, if it be made out obviously is not one of that character." The allegation there was that if the injunction were not granted the plaintiffs would be ruined in their business. That is the whole argument of Sir Henry James for the plaintiffs, and that was the gist of that action.

Baron Pollock: See what Lord Justice Fry said in the course of the argument: "The difficulty I feel is that we are asked to interfere to prevent the defendants from carrying on their trade in the manner they conceive to be the most beneficial to themselves, and this before the trial of the action." The difference between that case and this is obvious. It was not said in the Mogul case that the agents of the defendant company had done or said anything substantially which was wrong, but it was said that they offered their ships, and the ships were put up, to use a mercantile phrase, at a very low rate, which did not really compensate them, in order to drive the traffic of the plaintiff's ships out of the field. That is like any man making goods and selling them under price, and what Lord Justice Fry said is, We cannot stop a man's trade and say you shall not manufacture any more articles, or the company shall not carry any more goods.

Mr. Justice Grantham: They do not ask to interfere with your trade here.

Baron Pollock: They merely ask to restrain your agents from doing that which it is said is actionable, and interfering with the rights and privileges of the plaintiffs. Mind you, I quite agree with you when you said yesterday, very fairly, that you are not going to have a pistol put to your head in the shape of a charge of an indictable offence. There is something in that, but supposing the balance of the evidence should be against you. I cannot see there is anything wrong in your giving an undertaking. The thing cannot be thrashed out till the trial. There is no doubt about that.

Mr. Cluer: We have two grounds on which we wish to oppose this motion. One is that it is not a case for interlocutory injunction, because if they prove their case they are amply compensated by damages. They are a very small company, as Mr. Bray admits. He holds the shares, and five or six clerks hold one each. They have against them a company, amply able to pay any damages, and they put their damages at no small figure.

Baron Pollock: The practical working of that seems to me to be rather against you than in your favour. I have sat, and I believe my learned brother has also, on one or two occasions as vacation judge to hear applications of this kind, and when you find that the inquiry as to the interim injunction involves exactly the same question as the trial of the cause itself, and when you find that is an involved matter upon which you wish to see and hear the witnesses, that is a very strong ground for saying this is a case in which we will not say the interim injunction should go, but we will say that some undertaking should be given.

Mr. Cluer: The difficulty we have is what sort of undertaking we could give which will not result in perpetual application. This is mere rivalry in trade, and upon the facts as they are proved I am sure I shall satisfy your lordships.

Mr. Justice Grantham: You think your agents are likely to act in such a very suspicious manner that it will be necessary to make applications to commit them.

Mr. Cluer: This is the result of it, that next week when we go round we shall have somebody say to us, or they may call on us and say, "I have bought one of your 'Singer' machines, why do not you give me a lesson?" If we stay our hand and take no proceedings and say nothing, our business is injured.

Mr. Justice Grantham: You are perfectly justified in taking proceedings, if such a thing as that happened.

Mr. Cluer: That is the answer we have to this application.

Mr. Justice Grantham: It is no answer as it seems to me.

Mr. Rufus Isaacs: The difficulty my friend says he is in with regard to giving the undertaking is a difficulty which applies to our giving any undertaking in the Chancery action.

Mr. Justice Grantham: Never mind that, you are ready to give it.

Mr. Cluer: They have never said so before. They have filed affidavits, and we thought they were going to contest the motion.

Baron Pollock: Of course all the costs will abide the event. They will be left for the judge who tries the case to deal with.

Mr. Cluer: I am bound to say I should be willing, and my clients would be willing, to undertake not improperly to interfere.

Mr. Justice Grantham: You are only restrained from improperly interfering.

Mr. Cluer: The summons does not ask that.

Mr. Justice Grantham: It asks to restrain you from inducing persons to break their contracts.

Mr. Cluer: And if they have got those contracts by using our name we claim the right to do it.

Baron Pollock: I quite follow you there. You may say they are trying to get behind us, and interfere between us and our customers, and while this jealousy and rivalry goes on there is a danger of their coming and stopping you when you attempt to put things right.

Mr. Justice Grantham: That is answered by the plaintiffs giving an undertaking at the same time.

Mr. Cluer: Still we may have the risk. It has actually occurred.

Mr. Justice Grantham: They will give an undertaking that they will not do it, and that answers your difficulty.

Mr. Cluer: I submit that the Court should discountenance applications of this kind, simply on the ground that it cannot do the plaintiffs any harm to wait till the trial.

Baron Pollock: Would you be content if these words were introduced: "Prohibiting you from illegally inducing persons?"

Mr. Cluer: I would be content if it were put in this way: "From inducing persons to break their contracts with the plaintiffs except where the plaintiffs have used our name."

Baron Pollock: That is too concrete.

Mr. Cluer: That is why I want it.

Baron Pollock: The answer to that is that that would not be illegal. It does not follow that because a person was induced to break a contract with the plaintiffs therefore you have done wrong. For instance, suppose one of these silver-tongued agents talked for a long time to a servant girl, and she at last said, "Well, I am so convinced that this Singer machine is the right thing that I shall order a 'Singer' and at the same time I shall give notice that I will not keep the other." If the silver-tongued gentleman has done no more than praise the Singer machine

there is no harm in that. Any man may praise his own goods. It is only if you have improperly induced persons to break their contracts so as to damage the plaintiff's business.

MR. CLUER: Is there any evidence that we have done so?

BARON POLLOCK: I could not say that till I have heard the whole of the argument, and I am not sure I should not require to have some of the persons cross-examined before me. All that is manifestly inconvenient; I should say you were sheltered by the introduction of the word "illegally."

MR. CLUER: Of course the word "illegally" would be implied, and the only reason why I should suggest a more concrete form is that it leaves us in *statu quo*. It does not give me any right to say "You have such and such a machine, take mine instead."

MR. JUSTICE GRANTHAM: I think it would. I think you ought to be stopped from doing that.

MR. CLUER: And yet the plaintiff himself admits that he does not mind our selling a machine to a person who has bought one of his.

MR. JUSTICE GRANTHAM: Perhaps not, but if you tell them to take one of yours instead of theirs that means break your contract.

MR. CLUER: What we feel is that if we submit to our undertaking we shall be in that difficulty every time we canvass people.

BARON POLLOCK: You will be in the same difficulty either way, because the plaintiffs will not rest if we refuse this injunction, but the moment they think they have a stronger case they will come again.

MR. CLUER: But he must not, I submit, apply for an injunction unless he has satisfactory evidence. If your lordships look at the evidence, and you are satisfied that he has improperly applied for it, then it should be refused with costs. What I do suggest is that until it is made out against me that I have done some wrong I am not forced to give any undertaking

BARON POLLOCK: For my part, if I were representing the defendants I should feel this. Of course, no man has a right to say you are doing a wrongful act, a quasi criminal act, but when it comes to the question of asking for damages I think the plaintiff has taken, if one may use the expression, a nobler course. He says, "I do not want to get money out of the defendants, I do not want vindictive damages, I would rather stop the thing, and if I can stop it I do not ask for damages."

MR. CLUER: He has not said that.

BARON POLLOCK: I think that is a fair way, in a mercantile point of view, of enabling you to say, "If you charge me with doing this, although I do not do it, I will undertake till the trial not to do what you say I do." You are as safe as possible.

MR. CLUER: I fear we shall not be safe—I mean from one's experience of what does happen.

BARON POLLOCK: You will never be safe from this sort of peddling competition. I am sure that is the intention of the plaintiffs. If they get hold of anything they will say "Now we have you," and they will come here again.

MR. CLUER: They know that the use of the word "Singer" has been restrained over and over again in the Chancery Division. Mr. Bray admits he has been in the habit of using the word. He admits that he used to sell his machines as ours. Yet he comes and says all I want is an undertaking. I say an undertaking is equivalent to an injunction. Lord Justice Baggalay says in Griffiths *v.* Clarke that there is no difference between the two. I will be quite willing in an ordinary case to give an undertaking, but I cannot here.

MR. JUSTICE GRANTHAM: I am afraid we must go on if you will not do what my learned brother suggests.

MR. CLUER: I feel it would not be doing justice to my clients unless the facts are before the Court. If the Court, upon the facts, is of opinion that there should not be an injunction it will not be of opinion that we should give an undertaking.

BARON POLLOCK: No, you can hardly say that.

MR. CLUER: I think it would follow if the Court does not see its way to grant an interlocutory injunction that we cannot be asked to give an undertaking. The real point is, ought the plaintiffs to have taken these steps, and I submit that these two cases, which are the only cases they produce in support of their application, do not justify them in having brought these proceedings at all. There is a serious question between the parties as to what was done on these occasions, and I shall be able to show your lordships that as to both of these cases which they rely on we did nothing. We had various information from strangers first of all, and we were asked by them to see these people and I think your lordships will come to the conclusion that we have not done anything more than legitimately carry on our trade. One trade must injure another. In one case we were told by a perfect stranger, and it is still repeated by her, "This machine was sold to me as a "Singer." Thereupon the arrangement to return it was made without our interference. In the other case we were told she was deceived and wanted one of ours. Thereupon we went and said, "Do you want it," and we did nothing more than that. There was a third case, namely, that of Miss Baines, where they had a letter saying that the machine was sold as a "Singer," and then they withdraw that case. I submit that I am justified in going into the facts of the case unless my friend will let the matter stand over. No doubt there will be rivalry. It would be fairer to let both motions stand over than to take undertakings which will only be the subject of further litigation.

MR. JUSTICE GRANTHAM: We had better go on, we are only wasting time.

BARON POLLOCK: It is only another illustration of how your case differs from the case of The Mogul Steamship Company. If a defendant has for years or for months used a stream in the course of his business for his dye works the Court would not, except under very special circumstances, say that he should not use that stream, whereby his works would be stopped, at the invitation of a rival dye works. But supposing the charge was not that he was using that stream which he had not a right to use, but that he was purposely and wickedly putting some poisonous substance into the water which came down from his works to prevent his neighbour using what otherwise would be pure water. That is quite a different kind of charge, and when the Court says it will stop you from doing that it does not stop your works but merely says that you shall not do a thing which it is alleged you do, and which you say you do not do.

MR. CLUER: If he undertakes not to go on poisoning the stream—and he says the plaintiff has attacked me without any evidence ——

BARON POLLOCK: Yes, of course, that is different.

MR. CLUER: The difficulty in this case is this, that all the costs will come out of our pockets. We shall get nothing from the plaintiffs.

BARON POLLOCK: The two cases that Mr. Jelf presented put you in this difficulty. It is much more difficult to make a charge than it is to deny it. It is very difficult upon the affidavits to say that the case is made out unless we have *viva voce* evidence.

MR. CLUER: If the plaintiffs are entitled to an injunction they will get it at the trial.

MR. JUSTICE GRANTHAM: Of course they will, but that is not what is wanted. They do not want to wait till the trial.

MR. CLUER: They have waited two years before they take these proceedings, and now they come and ask suddenly for an interim injunction.

MR. JUSTICE GRANTHAM: You had better go on if you are not ready to give the undertaking.

MR. CLUER: My lords, I have spoken to my client, and if the notice of motion is varied by the insertion of the words Baron Pollock suggests, "illegally inducing persons to break their contracts," he authorises me to give the undertaking. I do not know whether my friend wishes for the words about slandering the title, may we not say that his goods are rubbish?

BARON POLLOCK: That is not slander of title.

MR. CLUER: Then upon their giving the undertaking in the terms of our notice of motion in the Chancery Division we will give the undertaking in this action.

MR. JUSTICE GRANTHAM: That they agree to.

BARON POLLOCK: I think myself that will be a very satisfactory termination. You do not object to the word "illegally" going in, Mr. Isaacs?

MR. RUFUS ISAACS: No, my lord.

BARON POLLOCK: It seems to me no Court would give an injunction except with that word, or something equivalent to it, being put in.

MR. RUFUS ISAACS: The point was argued in that case of Wright *v.* Hennessey, and the notice of motion was framed on that case. I do not want to argue it, because I am content to take it in that form.

MR. CLUER: I must ask that the words "from slandering the title of the plaintiffs' goods" come out.

MR. RUFUS ISAACS: I do not see how they hurt you.

MR. CLUER: That is the way costs are piled up.

MR. RUFUS ISAACS: If you undertake exactly in the terms of the summons with the words "illegally" inserted I will give the undertaking in the other action.

BARON POLLOCK: Slander of title does not mean saying your goods are bad, and mine are good. It means this, that you are selling goods which you have no right to sell because they are represented as ours.

MR. CLUER: That is not what they complain of. They only complain that we call them "German trash."

MR. RUFUS ISAACS: We do not say that at all.

BARON POLLOCK: There may be, when you come to the trial, something that might be included in that.

MR. CLUER: Would your lordship look at the words of the statement of claim. They are in paragraphs 10 and 11. It is both slander and slander of title. Look at my friend's idea of slander of title. It is at the top of page 4. "King's machines are a swindle, and you have been swindled," and "King's machines are useless and worthless, and will never work," and "King's machines are a fraud, and that they were a pack of swindlers." In the 11th paragraph: "There is a London firm of swindlers selling bogus machines." If that is not slander of title, there is no allegation of slander of title in the claim. Therefore I submit my friend could not ask to restrain us from slandering his title and this, I submit, is not an action for slander of title. Baron Pollock pointed out what slandering the title of the plaintiffs goods is, and, I submit, there is no evidence of that. The real thing is that we have induced persons to send back the machines. We say, yes, we have, when we found them sold as Singer's.

BARON POLLOCK: I do not know whether slander of title would be the exact equivalent to that, but it would be actionable because, I suppose, to say of a man that he is selling a bogus machine, which means a machine which is made like the razor, to sell and not to shave, would be a slander.

MR. CLUER: But a company cannot slander, it is only the individual.

BARON POLLOCK: I do not know.

MR. CLUER: All the cases show that interlocutory injunctions are not granted for anything of the kind.

MR. RUFUS ISAACS: Slander of goods is not altogether the same thing as slander of title, but it is generally classed under the same head. This is slander of the company and slander of the company's goods.

BARON POLLOCK: You had better let that be in.

MR. JUSTICE GRANTHAM: Yes.

MR. CLUER: Of course, my lords, it is obvious that I have not been through the evidence. Mr. Jelf has had the opportunity of stating the evidence, but I have had no opportunity of pointing out how we meet fact by fact.

MR. JUSTICE GRANTHAM: We do not touch that.

Mr. Cluer: Only this is an advertisement for the plaintiffs, and I do not want it to go forth that we are not able to answer their facts.

Baron Pollock: I am not speaking from a legal point of view, but a mercantile point of view, and, as I have said already, I think you stand in a better position when you come down to the ultimate trial by the course you have adopted now than if you had gone on. I cannot say what would have been the result, but I feel this, that if the Court should feel obliged in the present state of the evidence to grant an interim injunction then your position certainly would be worse than it is now, and I think that would be a little hard on you. I think you have done what is right and taken the fair and proper course for a defendant to take.

Mr Rufus Isaacs: With regard to the costs I suppose they will be costs in the action.

Baron Pollock: Yes.

Mr. Justice Grantham: I think a statement was made somewhere that these machines of the plaintiffs were made in Germany. Is that so?

Mr. Cluer: Yes, they went to one of our German customers and represented that it is made like ours. They print it in their instruction book.

Mr. Justice Grantham: I want to see where it is.

Mr. Cluer: In their own book, which they hand to people after they have bought the machine they say, "Made in Germany."

Mr. Justice Grantham: Where is that stated on the machine?

Mr. Cluer: I do not think your lordships will find it at all.

Mr. Justice Grantham: Then surely that is an infringement of the Merchandise Marks Act.

Mr. Cluer: The difficulty is this, that at present as long as you do not sell the things as English make then you need not put on it "Made in Germany." That is the law, but at the same time most respectable people do put it on in order to warn the public.

Mr. Rufus Isaacs: I am told that is the reason why we cannot print on our machines "King's Universal Supply."

Mr. Justice Grantham: I cannot help thinking the law would be much better if you had to put on the thing itself that it is made in Germany if it is so made.

Mr. Cluer: Certainly, my lords, there is only one other matter I have to mention. I suggest that the costs of this motion should be reserved for the judge at the trial and not be made costs in the action.

Baron Pollock: Certainly, the costs will be reserved.

Failures and Arrangements.

WM. WILLIAMS, engineer, cycle manufacturer, and domestic machinery dealer, the Ship Cycle, Gun, and Sportsmans' Depot, Church Street, Llanelly, and at Cilhoel.

The above has filed a deed of arrangement under which a composition of 10s. in the pound is to be paid in two equal instalments, on December 10th, 1894, and six months from November 24th. Unsecured liabilities, £826 4s. 4d.; estimated net assets, £194 0s. 9d.; secured creditors, £95.

J. A. MITCHELL & Co., cycle agents and domestic machinery dealers, Aberdeen; and R. M. MACKAY, individual partner.

A first and final dividend will be paid in the above on January 10th, at L. Mackinnon's, junr., 23, Market Street, Aberdeen.

M. OWENS, domestic machinery dealer, 139, St. Stephen's Green, Dublin.

At a meeting of creditors held herein on November 30th, an offer was made of 6s. 8d. in the pound, payable in twelve months, and secured by the debtor making a cash lodgment weekly with a trustee to be appointed by the creditors.

The following is a list of the principal creditors:—

	£	s.	d.
American Wringer Company	24	10	0
Brassington & Cooke	13	14	0
Cherry Tree Machine Company	44	7	4
Drimer Bros.	51	16	9
Dublin United Tramway Company	65	0	5
Grimshaw & Baxter	18	7	4
Harrop, John	37	7	6
Hyland, T.	35	0	0
Star Manufacturing Company	25	14	3
Wheeler & Wilson Manufacturing Company ...	404	18	5
White & White	97	10	0
Yeomans, Samuel	17	2	0
Bankers' Claims	20	0	0
Liabilities	838	5	7
Assets	319	4	6

JOHN PEABODY, furniture and perambulator dealer, Wigston and Coalville.

In the above bankruptcy the Eclipse Machine Company, Oldham, are creditors for £25 17s.

JOHN W. LAYTON, cycle and domestic machinery dealer, Upper Station Road, Newmarket.

A first and final dividend of 2s. 6d. is now being paid at the Official Receiver's, Cambridge.

SMITH & SONS (Jas. E. Smith, trading as), wringing machine manufacturers, Royd Works, Beechcliffe, Keighley.

A first dividend of 3s. 6d. is now being paid at 8, Charles Street, Bradford.

HENDERSON & PATERSON, ironmongers and dealers in perambulators and mangles, Stirling, and GEORGE HENDERSON, only partner.

A first dividend in the above is payable on January 25th at J. Archibald's, 63, Port Street, Stirling.

SABRINA CYCLE COMPANY (Edward Walker), cycle manufacturers and agents for perambulators and cycles, Mill Bank, Wellington, Salop.

Among the creditors in the above bankruptcy are the Midland Perambulator Company for £80 12s. 5d.

ROBERT CASSELS, merchant, 18, Duke Street, Hamilton.

In the above failure the assets are estimated at £250, of which £210 is stock, and the liabilities at £545, the deficiency thus standing at £295.

Among the creditors are the following:—

	£	s.	d.
Halesowen Pram Company, Halesowen... ...	15	0	0
Wells, G. H. & Co., Birmingham	32	0	0
Wheeler & Wilson Company, London	10	0	0

BILL OF SALE.

A bill of sale, dated November 23rd, was filed December 6th against Walter Everett, cycle and perambulator dealer, Sweyn Road, Margate, in favour of Messrs. Marriott & Cooper for £133 1s. 11d.

COUNTY COURT JUDGMENTS.

November 12th.—W. Barrett, cycle, furniture, and domestic machinery dealer, 207, Duke Street, Barrow-in-Furness, £14 8s. 5d.

November 7th.—G. Insley, bath chair manufacturer, 130, Stockport-port Road, Longsight, Manchester, £16 9s.

November 8th.—W. H. Owen, bassinette dealer, 80, Deansgate, Manchester, £11 10s. 8d.

November 13th.—Alfred Chapman, dealer in cycles and prams., 19, Infirmary Square, Leicester, £10 11s. 6d.

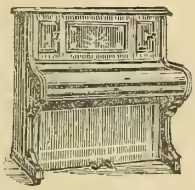
November 9th.—T. Gladwell, cycle and domestic machinery dealer, Onslow Street, Guilford, £17 18s. 4d.

November 13th.—Gower Cycle Company, cycle and domestic machinery dealers, Trinity Buildings, Eastbourne, £18 1s.

November 9th.—Saubergue & Co., ironmongers and dealers in mangles, South Street, Dorking, £32 9s. 2d.

DEATH OF MR. J. H. GREENWOOD.

We regret to have to record the death of Mr. J. H. Greenwood, sewing and knitting machine dealer, Hanley, which occurred on the 1st of last month. The deceased was born at Halifax in 1851, and at an early age was apprenticed to one of the largest engineering firms in the north of England. At the completion of his apprenticeship he commenced business on his own account in the sewing machine trade. Fifteen years ago he removed to the Staffordshire Potteries, where it was not long before he had established a manufactory for knitted hosiery. For some years he did an extensive business in the wholesale trade, but his retail business developed to such an extent that he relinquished the wholesale, and devoted his whole attention to his retail establishments, of which he had several in the pottery towns. Mr. Greenwood leaves a wife and family. He was well known and respected throughout North Staffordshire.



Section

An American firm will shortly introduce violins made from aluminium.

Messrs. Steinway & Son, in one week last October, sent out no less than 318 pianos.

It is said that Story & Clark's produce at their factory in Chicago thirty organs per day on an average.

Messrs. A. & E. Humphreys, of Little Camden Street, N.W., have a few new models in American organs suitable for a middle-class trade.

Many dealers have of late sold auto-harps, and they will be interested to know that the Americans have commenced to use this as a concert solo instrument.

The demand for pianettes appears to be decidedly on the increase, and manufacturers are turning their attention to same more than formerly. Messrs. Robert Cocks & Co., of New Burlington Street, have just brought out a new model, called the "Bungalow," to retail at thirty-six guineas.

Messrs. Strohmenger & Sons, of Goswell Road, E.C., also have a new iron-framed pianette, which is selling well. This firm have just enlarged their factory, and next year complete their half-century of existence.

The will of the late Henry Fowler Broadwood, late head of John Broadwood & Sons, was recently proved for £71,407. He leaves his interest and share in his old firm to his son, Mr. Henry John T. Broadwood, who represents the fifth generation of Broadwoods engaged in the piano business.

An interesting item reaches us from Germany. It is said that one Otto Migge, of Coblence, claims to have discovered the secret of the old violin makers. This, of course, is an old claim, but in a forthcoming work young Migge promises to reveal the secret. We might add that it is connected with both the way the old violins were built as well as the varnish used.

BEWARE OF MISREPRESENTATION.

It is wrongfully stated that

SINGER'S NEW SEWING MACHINE

Which executes such beautiful Art Work, is not suitable for Plain Sewing also.

THIS IS A MISLEADING AND UNTRUTHFUL STATEMENT.

THE SAME MACHINE

DOES BOTH

PLAIN SEWING & ART WORK

To the most complete satisfaction of the user.

IN NOVEMBER ALONE! IN THIS COUNTRY ALONE!

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SEWING MACHINES OF VARIOUS MAKERS WERE EXCHANGED BY

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FOR THEIR

NEW SEWING MACHINE;

Or at the rate of MORE THAN 40,000 PER YEAR.

COMMENT IS NEEDLESS.

You, also, can have your Old Machine Exchanged, and an Allowance made of from 10s. to 20s.

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City Show Room:—147, CHEAPSIDE, E.C.

BRANCH OFFICES EVERYWHERE.

BELL AMERICAN ORGANS,

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TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

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CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

THE "BELL" ORGAN & PIANO COMPANY, LTD.

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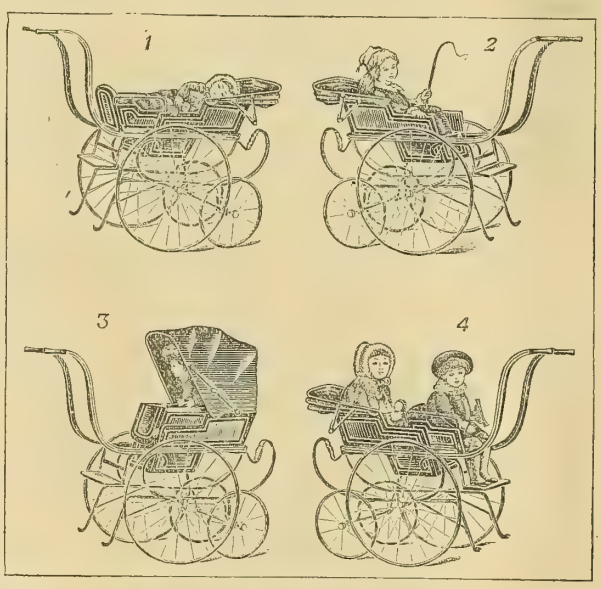
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Convertible to 4 Positions.

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The Largest Makers in the World of Perambulator Fittings.

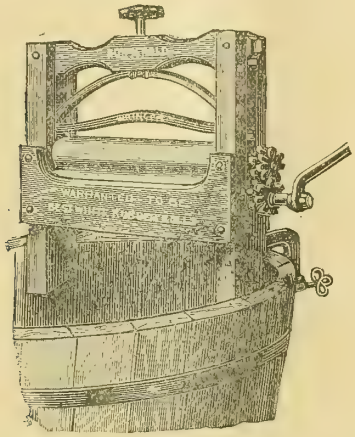
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American Wringer Co.

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beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

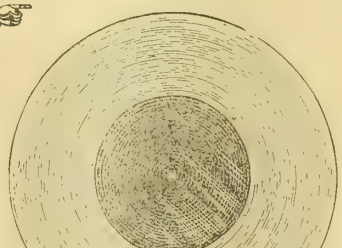
The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle. We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



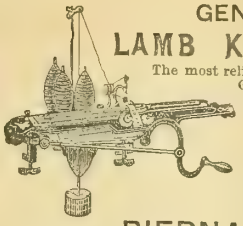
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

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GENUINE AMERICAN

LAMB KNITTING MACHINE.

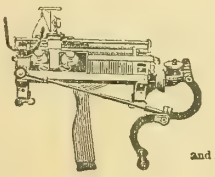
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SECTION

THE NATIONAL CYCLE SHOW.

Our report of the "Stanley" show was necessarily short, as we merely aimed at giving our readers just such practical impressions as we were able to gather from the exhibition as a whole. The "National," which opened at the Crystal Palace five days after the "Stanley" had closed, and only lasted five days, is also at an end, and it is now possible for us to leisurely glance back at both exhibitions.

There is no denying the fact that the 248 exhibitors at the "National" contrived to produce a magnificent general effect. Indeed, we rank the last Palace show the most brilliant yet held. Every exhibitor appeared to have attempted to excel his neighbour in the novel and tasteful way he had arranged his exhibits. The cycle agent who has travelled from a distance, however, cares little for such trifles. He looks to be rewarded for his absence from home with some genuine novelties which he can turn to practical advantage. Was he satisfied? Well, if he had previously visited the "Stanley" we should say decidedly not; indeed, most of the agents who we happened to meet at the Palace told us that they had wasted their time by coming to town. There is no denying the fact that there was a surprising absence of novelties at the "National," and, further, that agents are not to be tempted to give their orders so far in advance of the new season. Trade exhibitions, as we understand them, are justified on one of two grounds—the display of novelties or the opportunity for buyer to meet seller and place with him a substantial order. The cycle trade, as we remarked last month, has by common consent agreed that the Humber frame safety answers every requirement, and we are inclined to think that for some years to come there will be no substantial change. The "Giraffe" and the geared ordinary have failed to catch on, and, like the old ordinary, have practically dropped out of the market. We will not vouch for the absolute accuracy of our figures, but of the 1,500 machines on show at the Palace we should say that not less than 1,200 were safeties, and the remainder were tricycles (mostly singles) and tandem bicycles. The only difference between the average safety shown this year as compared with the fashion in 1893 was a slight increase in the size of the tubing and the chain wheel, with narrower tread, also higher-back frames and an increased adoption of wooden rims. We ought also to mention the fact that the handle bar in most cases was more curved than formerly, to enable the rider to sit more erect, and, lastly, detachable gear-cases were to be seen on every stand. As these few words suffice to summarise the impression of the whole of the exhibits, we are emboldened to designate the 1894 "National" a red-letter show, not for useful novelties, but for the entire lack of same, so far as the frames are concerned. These remarks apply especially to safeties for both sexes, but they apply almost as fully to tricycles and tandems. As to the latter, greater compactness and more artistic lines are noticeable features.

TYRES.

In our report of the "Stanley" we dismissed the tyre section in a few words, as we knew that otherwise we should have to go over the

ground again. Matured reflection, plus the experience gained at the "National," confirms the view we formed at the "Stanley," viz., that since both the "Dunlop" and "Clincher" for 1895 are positively unaltered in the slightest degree, and further, single tubes having lost ground of late, the following will be the order of patronage:—Dunlop, Clincher, Palmer (with Clincher cover), Preston-Davies, and Seddon. It will be noted that we leave out of our reckoning some forty other tyres, several of which have acquired a slight reputation, such as the "Cooke," "Fleetwood," "Stubbs," "G. and J.," and "Grappler." We do not think, however, that they are safe to stock to any extent, nor, indeed, are few tyres other than the "Dunlop" and the "Clincher." As at the "Stanley," the Crystal Palace tyre department was well supplied with tyres of one form and another—we counted no less than thirty patent tyres at the latter—but most of them had figured at a previous "National," and had not met with much patronage from either makers or dealers for causes we need not enter into. Several of them, we observed, had been slightly improved of late, noticeably the "Stubbs," which is now uncommonly free from "rolling" by reason of a canvas, coated with rubber, placed between the inner tube and its cover. We should not omit to mention that several of the tyres, including the "Woodley" and the "Fleetwood," are guaranteed by the makers to last twelve months, and if they fail will be repaired free of charge. But is there no new tyre which possesses all the required points, and which bids fair to achieve a real success during the coming season? We are really unable to name such a tyre, except it be the "La Plata." This comes from Sheffield, and several dealers who sold it last season inform us that it is absolutely reliable, and that we can safely commend it to our readers. It has lozenge-shaped plates of aluminium for locking the outer cover to the rim. We tried our utmost to punctuate it with a strong, well-pointed pin, but found this practically impossible. The tyre is also lighter than many of its competitors—a pair of rims and tyres for the road weighing 7 lbs.; but, beyond all, its price is reasonable, which cannot be said of most of the successful tyres. It is nothing short of monstrous the charge made for the standard tyres, and dealers should warmly support any make of tyre which, whilst giving satisfaction to their customers, is not saddled with an exorbitant rate of profit.

Accessories.

The exhibits of accessories were by no means as numerous as at the "Stanley," but there were a fair number of lamp, saddle, bell, and gear-case makers represented. We did not notice any special novelties on their stalls. At the White Sewing Machine Company's stand (where were exhibited a number of "Wincycles" and "Triumph" safeties) Mr. Smith, their traveller, showed his patent "ventilated tourist outfit." Winter and wet weather riding has increased enormously of late years, and such inventions as Mr. Smith's leggings and knee capes remove much of the discomforts to which such riders are exposed. The invention is entirely the outcome of a long-felt want on the part of the inventor, who, as many of our readers well know, makes most of his journeys from town to town on a safety. Indeed, Mr. Smith has travelled on business upwards of 12,000 miles by bicycle in all weathers, and his experience is that a rider provided with the new outfit can be certain of returning home with dry knees and legs, although he may spend the whole day in the rain. The principal novelty in Smith's invention is the method of ventilating a waterproof dress, which consists of utilising the downward movement of the foot to open a spring frame at the base of the leggings, thus forcing upwards a current of fresh air. The leggings and knee capes are so light and portable that they can be carried in the pocket. The White Sewing Machine Company, who are sole wholesale agents, will send further details on application, and we must say, in conclusion, that this was one of the few really useful and practical inventions at the show.

Speaking Generally.

Our readers will observe that we have specially refrained from giving details of the exhibits at individual stands, both as regards the "Stanley" and the "National," contenting ourselves with a general survey of the line of progress reached by the cycle industry as a whole. A great change has come over the cycle trade the past two years. Formerly the makers were comparatively few in number, and agents were compelled to order early or "get left." So fierce now is the competition among the makers that, to quote the words of one of the largest buyers in the country, there is "no occasion for agents to distress themselves by ordering until their customers are almost ready to buy." We are firmly convinced that if the shows were held at the beginning of February exhibitors would find their order books in constant request and not, as at both of the recent shows, have to employ themselves with merely answering inquiries which may or may not result in business.

We propose in our next issue to indicate to our readers a few of the best markets for machines and sundries, as by that time they will assuredly be thinking of making their purchases for the new season.

CYCLE CATALOGUES.

We have received Trade Lists from the following firms:—

Bradbury & Co., Limited.—This well-known firm of sewing machine and perambulator manufacturers have issued a very attractive catalogue of cycles, which, as our readers know, they are now manufacturing on a large scale. It is artistically printed, and contains illustrations of all the cycles Messrs. Bradbury & Co. exhibited at the recent Stanley Show.

Harry S. Roberts.—This firm, whose works, as most dealers know, are at Deanshanger, Stony Stratford, have just issued an attractive and comprehensive trade list, which should be in the hands of every up-to-date cycle agent. No doubt many of our readers saw Mr. Roberts' exhibit of "Condor" safeties and tricycles at the National Show last month. All these are illustrated in the new list, and details are also given of this firm's system of conducting a hire-purchase business, under which agents do not risk any of their own money, but are paid a substantial commission on the orders taken and have no further responsibility in the matter.

White Sewing Machine Company.—The new list of the White Sewing Machine Company contains illustrations of the "Wincycle" and "Triumph" cycles, which made a fine show at the Crystal Palace last month. Many of our readers have, no doubt, already received copies, but every cycle agent should keep one in his possession.

The Victoria Manufacturing Company.—Mr. Wark, the manager of this young and progressive concern, was in London during the 'National' Show exhibiting specimens of his company's make of cycles, and he informs us that he did a considerable amount of business as the result of his visit. Unlike most cycle manufacturers, he had nothing to complain of as regards his last year's trade. It showed a great improvement over the preceding year, and his prospects for the coming season are brighter still. The Victoria Manufacturing Company's new catalogue is thoroughly comprehensive, and any dealer can have same by writing to their office, 71, Cathedral Street, Glasgow. We might add that this company have been appointed wholesale agents for the sale in Scotland and Ireland of the "La Plata" pneumatic tyre, which we highly commend in another column.

The Birmingham Cycle Corporation.—This is a new concern which has been started in Birmingham by Mr. J. Mason, the founder of the Cycle Agents' Union. They have commenced well, judging from the display they made at the Crystal Palace, and their catalogue, just to hand, is printed and illustrated in good style.

JOTTINGS

Bradbury's depot, in High Street, Camden Town, was fitted up in an extremely tasteful manner. In order to make amends for the absence of width a raised platform was erected inside, which permitted a larger display of machines, with fancy stitching attached. In the centre of the window was a swing cot, which looked very handsome, draped with coloured muslin and satin, and the fabrics used were quilted throughout on a Bradbury machine. Other novelties in the window were a doll dressed as a shepherdess, with crook and lamb complete, also a doll got up exactly to represent Mary Queen of Scots.

Singer's Cheapside showroom has for months past attracted much attention from the public on account of its magnificent collection of art pictures and machinery in motion. During the past week it has been further enriched with magnificent hanging drapery and additional art work, also with a seasonable compliment in old English lettering worked on the sewing machine and mounted in a handsome frame. This is the finest "needle writing" we have ever seen, and is beyond all praise.

Mr. J. W. Birtwhistle, for some years manager of Messrs. J. G. Murdoch & Co.'s Birmingham depot, has been appointed inspector of his firm's numerous branches.

Messrs. Timberlake & Co., Limited, of Southport, are now proprietors of the Wigan Cycle Company, King Street, Wigan, who retail cycles and domestic machinery.

Mr. John Macsloy, cycle, sewing machine, and perambulator dealer, has removed from Rose Cottage to North Strand Street, Stranraer. He informs us that he is open to take up the sale of useful articles.

Mr. Charles L. Young, the well-known sewing machine dealer, of Kingsland and branches, has been re-elected a Guardian for the Borough of Hackney, heading the poll, and the local paper pays him a warm compliment for the industry and consistency with which he has hitherto carried out his duties.

Harpur Bros. & Mason, of Birmingham, who at one time made sewing machines, but latterly have turned their attention with great success to cycle fittings, have now converted their business into a company under the title of Sharples, Limited. The capital of the company is £125 000, and it is proposed to manufacture cycles throughout, in addition to fittings for the trade.

In reference to the recent charge brought against Mr. B. Dukes, the well-known patent agent, of High Holborn, we are pleased to hear that the Court stopped the trial, and by its direction the jury acquitted him. Moreover it is only fair to add that this result was arrived at after hearing all the evidence the prosecution could produce, and that the defence was not called upon.

We have several times referred to the book-sewing machine, the invention of which has occupied the attention of Mr. Isidor Nasch for many years. The machine is now completed, and offices for its sale have been opened at 16, Barbican, E.C. It is a remarkable tribute to the ingenuity and perseverance of its inventor, and we predict for it great success among bookbinders.

A correspondent sends us a copy of *The Times of India* containing a letter on the subject of the proposed amendment to the Indian Companies' Act. We observe that reference is made to a local sewing machine company, which, it says, has a paid-up capital of Rs. 17,750, and debts and liabilities of Rs. 45,649. The profit and loss account for 1893, the writer adds, shows a balance of Rs. 654.

Mr. W. V. Green, who started a musical instrument and domestic machinery business in St. Andrew's Street, Hertford, two years ago, and has since removed to 6, Currie Street, Hertford, is desirous of making over same to another firm, for whom he will act as manager. He informs us that he has been highly successful thus far both in cash and hire trade, and that for family reasons alone does he desire to be relieved of the responsibility of ownership.

The decorating of the London sewing machine depots does not appear to have been so general nor so attractive as last Christmas There are two shops, however, worthy of special mention, viz., Bradbury's, in Camden Town, and Singer's, in Cheapside!

CREDIT—WHAT IT IS.

ITS ABUSE IN THE SEWING-MACHINE BUSINESS, AND A FEW SUGGESTIONS ON CREDIT-GIVING.

BY J. W. THOMPSON.

The sewing machine business, both wholesale and retail, is very largely a credit business, and to-day it is suffering most seriously from the effects of improper or over-crediting. There seems to prevail quite generally a feeling that sewing machine credits are different from any other, and that they do not come under the requirements of commercial credits. Many sewing machine agents and dealers seem to be possessed of the idea that a promise to pay at a specified time is only a matter of form, the fulfilment thereof being contingent upon ability to realise from the sale of machines a surplus after paying other bills, &c.; and that honour, integrity, and personal responsibility are only indirectly connected therewith. This certainly indicates gross lack of knowledge as to what credit is, its relations to the business, and the causes which lead to a depreciation of credit.

Credit is Trust, and is based on confidence. Confidence is the result of assurance, and the degree of confidence is always in exact proportion to the satisfactory character of the information or experience which is the ground of assurance.

Credit is a Circulating Medium of Exchange.—The manufacturer or wholesale dealer sells on credit to the retail dealer, who in turn sells on credit to the consumer, the medium of exchange in each case being credit. Fully 90 per cent. of the financial transactions of to-day are based on some form of credit, so that it really becomes the cohesive element of business. The value of any medium of exchange is wholly dependent upon confidence or assurance of ability to realise according to intent or agreement. Destroy confidence by the apparent disregard of terms, and the medium of exchange is at once depreciated, if not ully destroyed.

Credit is a condition, and the elements of strength in each individual case are only equal to that of the weakest constituent part. Honesty, intelligence, money and good connections are strong elements, but when coupled with a lack of experience or practical ability the strength of the combination becomes contingent upon the latter, or weaker, elements. "No two credit problems have the same factors." When property is parted with, and in lieu thereof the buyer's written or oral promise to pay is received, the matter of greatest importance to the seller is: Will the buyer pay promptly at the time specified, or will this promise to pay at a certain time be promptly discharged? The decision must be made before selling, and the proper exercise of discretion on this point is called credit giving. The success of any business involving a large amount of credits is contingent upon the proper handling of credit-giving.

Has there not been great laxity in "credit giving" by both manufacturers and retailers in the sewing machine business? Has not the business greatly deteriorated because of this laxity? Seemingly the situation has degenerated into something like this: "My competitors are doing so-and-so, and I must do the same or go them one better in order to hold my own." When and where is this unbusiness-like method going to stop? When will "quality" and not "quantity" be the controlling requirement in the sewing machine trade? Until that time there will not be any permanent or assured prosperity. The slip-shod, go-any-way style of disposing of sewing machines, and the pay-when-you-please method of collecting must be relegated to the past, and credit-giving handled in a business-like manner, the same as in any other well-conducted line.

The question of credit is therefore of the greatest importance, being paramount to all others connected with the sales department. "Goods well sold are half paid for," is a truth beyond question.

The following fundamental principles underlie credit giving in every business, and are particularly applicable to the sewing machine trade. When determining the question of credit the first thing to consider is the man. Information on this point, in both the wholesale and retail sewing machine trade, is almost wholly in the hands of the salesman, because he is usually the first, and often the only one, who comes in personal contact with the buyer. Being on the ground he has access to sources of information not available elsewhere, and his reports are therefore of first importance in determining the desirability of a credit. In passing upon credits the following points cover the principal requisites:—

1. Character and Habits.—Character is the individuality of the man, which distinguishes him from others. Habits are the fruitage of character, and the man's habits are always in accord with his character.

2. Business Ability.—Ability organizes a business, keeps it in good working order, adapts it to the ever-changing requirements of conditions, and is the motive power which keeps the machinery in operation.

3. Industry.—This is the steady application of business ability which makes the organization most effective and continuous in its operations.

4. Honesty.—This is the corner-stone upon which the whole superstructure of a business enterprise rests. Honesty of purpose and actions; honesty in meeting obligations and agreements promptly; honesty in representing the qualities, capacity, and merits of a machine, and so on.

5. Age.—This is a very important item in determining possible success. An eminent writer on this subject has said: "After a man has passed the prime of life, our confidence decreases in the ratio of his advancing years and consequent decline of vitality and active usefulness." If the best part of a man's life has shown no fruit, what can be expected of him in old age?

6. Married or Single.—A man's home and social relations have an important bearing on his financial responsibility. The difference in conditions surrounding two men often causes the greatest difference in ambitions and results. "Our whole social and commercial fabric is based on individual efforts and desires of each man to raise his family to the highest degree of independence and respectability."

7. Economy.—This is the regulator which controls the outlay and adjusts expenses in proportion to the income from the profits of the business.

8. Experience.—Experience produces skill. Experience begotten of success creates confidence. "It is always a matter of speculation how an inexperienced man will come out in an undertaking."

9. Antecedents.—Antecedents are the records of past life, and delineate honesty, punctuality, reliability, industry, and ability, with almost unerring accuracy.

The next class of considerations pertain to The Business.—Their application is more pertinent to the extension of credits to dealers than by retailers to the consumer; however, there are points which will be suggestive to the retailer, and aid him in passing upon the desirability of a customer for credit.

1. Nature of Business.—This involves degree of risk, seasonableness of goods carried, convertibility and terms of sale. By degree of risk is meant whether the business is one involving much risk in its conduct. By seasonableness of goods is meant whether the business is one in which certain kinds of merchandise can only be sold in a particular season, which, of course, gives opportunity for large depreciation by going out of style, becoming shopworn, etc. By convertibility is meant whether the goods can readily be converted into money in case of financial pressure or failure. By terms of sale is meant whether the business is done on credit, or what proportion of it is done that way, the character of the credits, promptness in looking after collections, etc.

2. Location of Business.—Under this head comes the adaptation of the location to the requirements of the business, and the prevailing conditions which affect trade; whether in a manufacturing district, mining region, farming community, city, etc. The bearing of these points will be readily seen and appreciated. A man might be in a good line of business, but if in a poor location for realizing, according to the requirements of his capital, or if his line was not adapted to the location, in either case there would be a poor show for success.

3. Capital.—Money pays bills. Money is requisite for the conduct of any business; but the question of the amount in any case to insure safety is a matter of speculation. When goods are sold on credit, the creditor relies on the ability and honesty of the debtor to increase their value, but for his safety he also requires that the debtor furnish part of the capital, and the larger this proportion is to the amount of credit asked, the better it will be for both parties. In passing upon this point it is necessary to have determined beforehand whether or not the applicant for credit possesses the essential personal qualifications to success.

4. Volume of Business.—The main point to be determined under this head is the proportion of capital to the amount of credit asked for and given in the conduct of the business.

5. Assets.—This item is complicated and requires the best judgment, backed by experience, to properly ascertain the relative value, as a basis for determining credits. Its consideration involves the possible amount of depreciation in case of forced realization, shrinkage on account of bad debts, the probable expense necessary to convert the assets, outstanding liabilities, and how much of them are overdue, the success of the business, etc. A man who owes as much, or nearly as much, as the amount of his assets, is not a safe man to deal with as a rule, and sooner or later, in nine cases out of ten, will result in failure. When considering real estate as a part of the assets, look out for over-valuation, and mortgages or liens on property. Also consider the amount allowed for a homestead under the statute of a State. A homestead is not capital.

6. Insurance.—This is often an important item in determining the desirability of a credit. Every debtor should always be fully insured.

Look out for the man who is not particular about the prices he pays, or how much he buys; but always says: "Give me the longest time you can." Be very careful about giving credit to a man who, after you have carefully looked over his financial condition and decided that it does not warrant the extension of the credit asked for, undertakes an argument to convince you that he is worthy of credit. When there is doubt about credit, it is always best to consider the credit asked for as so much cash to be loaned, and on that basis decide the question whether or not you would want to take the risk personally for that amount of cash. When there is doubt about any point involved in determining a credit, a pretty safe thing to do is to give the business the benefit of the doubt and not the man.

There are many men in business who rank among the very best in all the personal essentials of success and desirability for credit, and yet have but little capital. In such cases it is best to exercise care until the foundations of confidence are fully established. If a man does not inspire confidence he is apt to be an undesirable customer.

These points on credit are thrown out merely as suggestions, in the belief that a careful consideration of them will be profitable alike to manufacturers, wholesale dealers, and retailers. This is certainly an opportune time to readjust lines of credit, elevate the standard of quality, and eliminate the undesirable. The universal sentiment of the business is undoubtedly in that direction. How many will have the courage of their convictions?—*The Nation's Pride.*

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AN INTERVIEW WITH MR. WANSBROUGH.

"It is the common talk in the Sewing Machine Trade," said a representative of the *Sewing Machine Gazette* to Mr. G. D. Wansbrough, solicitor to the Singer Company, "that you have recently got an injunction against one Reinhold, perpetually restraining him from using the name 'Singer' or 'Improved Singer' in connection with sewing machines not manufactured by the Singer Company. Several dealers have asked us what this means. Could you explain the matter, Mr. Wansbrough?"

"There is little to explain," said Mr. Wansbrough, "except that in the case against Mr. Reinhold we had absolute proof that a lady bought a machine for cash at Reinhold's shop in Woolwich under the impression that it was one of the Singer Company's make, and, when disillusioned, made complaint at one of our depots. We were, of course, compelled to take action under the circumstances. Not that we had any hostility to Mr. Reinhold, but it was undeniable that an order meant for the Singer Company had been erroneously given to a competitor who does not sell Singer machines, and that he supplied an imitation machine."

"Mr. Reinhold may not himself have desired to deceive."

"Quite true; but that sort of excuse has been tolerated by the Singer Company far too long; and we must, at times, make a stand for our rights."

"What," may I ask, "do you claim?"

"Our position in a word is this:—We ask nothing from any other member of the sewing machine trade except that they shall not use our name to our detriment. We neither want the mechanism nor trade name of others in the trade, but we do want and will insist upon the right to any advantage which arises from the use of the trade name Singer. Nor can this be said to be in the slightest degree unfair. It has cost us hundreds of thousands of pounds and many years trading to gain for the name 'Singer' a real value. Why, then, should others reap the fruit of our enterprise and industry? Tell me, if you know why."

Your representative had no reasons to give, and Mr. Wansbrough then went on to explain that the illegal use of the name "Singer" was almost daily being brought to the notice of the Singer Company, and that if action were taken in every case they would always be engaged in litigation.

"Then the whole question is one of deception?"

"Put it this way: People use our name to sell German machines instead of adopting a name of their own, and selling their machines on their own merits. Thus we not only lose sales, but there is a danger of the reputation of our goods suffering from inferior machines being palmed off as genuine Singers."

"Now, as to the action by King's Universal Supply Company. It is alleged that your company systematically turn out other firms machines. Is this correct?"

"Most unqualifiedly no," replied Mr. Wansbrough; "the statement is false."

"But you did not deny it in the Court?"

"Our side of the case," said Mr. Wansbrough, "has not been gone into at all. The assertion was really too stupid to answer at the recent proceedings, but it will be fully dealt with at the trial. You must not forget that our evidence was not gone into."

"May I ask if your defence is likely to be a claim to the right to turn out other people's machines?"

"I really cannot at this stage go fully into the matter," said Mr. Wansbrough, "but the Singer Company do not claim the right to trade on other than honourable, straightforward, commercial lines."

"But," returned our representative, "the turning-out system is surely indefensible?"

"True; and the Singer Company have suffered more from it than any other firm."

"Is that so?"

"Undoubtedly; and they would only be too pleased to know that there exists a law that will stop this malpractice."

"Can you say nothing further on this subject?"

"Not at present; except that fair-minded persons will naturally refrain from jumping to a final conclusion without having the full facts before them, which will not be for some months to come."

Our representative then left, not being able to further draw the Singer solicitor, who expressed himself as certain of victory in both actions. Time will show.

THE USE OF THE NAME "SINGER."

An Injunction Granted.

On November 30th, in the Chancery Division of the High Court of Justice, the following transpired.

Mr. Byrne, Q.C.: My Lord, in a case in which I had to move your Lordship for an injunction of The Singer Manufacturing Company *v.* Reinhold, I understand the parties have arranged the matter and your Lordship will not be troubled. The motion is to be treated as the trial and the defendant has consented to a perpetual injunction.

Mr. Justice Chitty: That is agreed to?

Mr. Byrne: Yes. The learned juniors will endorse their briefs, and we will take the order according to their endorsements.

Mr. Justice Chitty: Very well.

The following is a copy of the order:—

"Upon motion this day made unto this Court by counsel for the plaintiffs, and upon hearing counsel for the plaintiffs and defendants, and the plaintiffs and defendants consenting to this judgment,

"This Court doth order that the defendants Reinhold & Co., their agents and servants, be perpetually restrained from using the name 'Singer' or 'Improved Singer' in connection with sewing machines which have not been manufactured by the plaintiffs in any manner calculated to induce any persons to believe that such machines are the plaintiffs' manufacture, and from representing as the plaintiffs' machines any machines not manufactured by the plaintiffs, and from issuing or causing to be issued, handbills bearing the words 'Improved Singer' in reference to sewing machines in such a manner as to induce persons to believe that the machines therein referred to are the plaintiffs' manufacture.

"And it is ordered that the defendants pay to the plaintiffs their costs of this action, including their costs of the evidence on the said motion.

"And it is ordered that the defendants do pay to the plaintiffs £5 in respect of damages, and also the sum of £4 10s. paid by the plaintiffs for the sewing machine purchased by the plaintiffs, they undertaking to return the same to the defendants.

"And it is ordered that all further proceedings in this action be stayed except for the purpose of enforcing this order."

The following is a copy of the memorandum endorsed on Order:—

"If you, the within-named Reinhold & Company, neglect to obey this judgment, you will be liable to process of execution for the purpose of compelling you to obey the same judgment."

Mr. G. D. Wansbrough acted as solicitor for the plaintiffs, and Mr. H. E. Tudor for the defendants.

TRADE SMOKING CONCERT.

On the 13th ult. there was held, at the Salutation Hotel, Newgate Street, E.C., the fourth concert of the sewing machine and kindred trades. Mr. W. J. Harris occupied the chair, with Mr. R. J. Johns, in the unavoidable absence of Mr. Joseph Powell (Wheeler & Wilson Company), as vice-chairman.

The entertainment committee consisted of the following:—Messrs. Charles Bradbury (Grimme, Natalis, & Co.), Thomas C. Cole (American Wringer Company), W. J. Harris (W. J. Harris & Co., Limited), Geo. H. Hughes (Geo. H. Hughes), James A. Jackson (Bradbury & Co., Limited), R. J. Johns (Branston Two-Reel Sewing Machine Company), H. V. Lloyd (Borough), Geo. W. Phillips (Vertical Feed Sewing Machine Company), Joseph Powell (Wheeler & Wilson Manufacturing Company), George Sawyer (White Sewing Machine Company), H. E. Tudor (solicitor to the H.T.P.A.), with Mr. S. J. Sewell as secretary.

There was a good attendance of the London trade, also a few provincial dealers, and Mr. Charles Bradbury, to whom had been entrusted the whole of the musical arrangements, had certainly done his work remarkably well. He had engaged none but professional artistes, including the Vernon Lee Part Singers and Mr. Wingrove Ives, the popular bass. Mr. Alfred Inch, who was present as a guest, by special desire gave a couple of humorous recitations, which contributed in no small degree to the success of the evening.

There were a few speeches as follows:—Mr. Harris gave "The Success of the Sewing Machine and Kindred Trades Smoking Concert," which was drunk with enthusiasm. Mr. J. A. Jackson then gave "The Chair," and said that, as they all knew, Mr. Harris was always ready to take part in trade work, be it of a social or purely commercial character. "The Visitors," proposed from the vice-chair, was responded to by Mr. J. A. Chapman, of Sunderland, who, speaking as one of the oldest sewing machine and cycle dealers in the country, deplored the fact that the cycle show should not be held in conjunction with a really representative exhibition of sewing machines, prams, and mangles. He thought that it would benefit all parties and bring many more dealers to town. Mr. W. S. Morser, of Sheffield, also returned thanks, and said that the concert showed that the old enmities in the sewing machine trade were on the decline, and he hoped that fair trading and a better understanding between members of the trade would become the rule in the future. Mr. Bradbury was then heartily thanked for having provided so fine an entertainment, after which Mr. Johns and Mr. G. W. Phillips replied for the committee. Mr. Johns desired another concert at an early date, and Mr. Phillips said that this was the first he had attended, but it should not, if he could help it, be the last. The proceedings closed with a toast to the secretary.

CONCERNING SCOTLAND.

We beg to announce that we have appointed Mr. FRED. DICKSON, of 3, Morrison Street, Edinburgh, our Sole Wholesale Agent for Scotland for our Sewing Machine Needles, and who will, upon receipt of post card, forward per return full list and lowest quotations for every kind of Sewing Machine Needle made.

S. COX & CO.,
Sewing Machine Needle Manufacturers, Alcester.

PERAMBULATOR, SEWING MACHINE, and Domestic Machinery business.—Young lady having 7 years' experience in above business, thoroughly understands every branch, including hire trade, seeks management of Department. Excellent references.—"B. G.," *Sewing Machine Gazette* Office, Paternoster Row, E.C.

WANTED, by a thoroughly experienced Sewing Machine Mechanic and good General Fitter, capable of adding improvements in machinery, SITUATION to look after Stay Factory or Cloth Factory, or any place requiring skill.—Address, E. B., 142, Crescent Road, Plumstead, Kent.

NEEDLES, SEWING MACHINES.—WILLIAM HEATH, jun., 30 years' manufacturer in England, 2 years' in America. Needles made on the American principle, best quality only. Price and samples with pleasure.—Web Heath Works, Redditch.

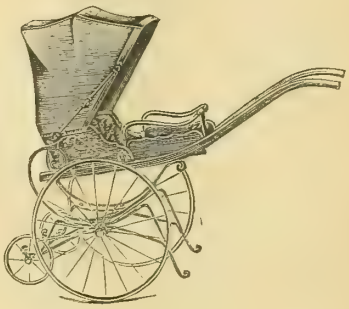
Honorable mention awarded to William Heath, Paris Exhibition, 1867.

OILS Our cash prices for finest Sewing Machine Oils are:—2 oz., 14s.; 3 oz., 16s.; 4 oz., 18s. per gross, in panelled bottles. Oil guaranteed the best; oils matched. Every kind of oil loose—Sewing Machine, 1s. 6d. per gallon; Cycle Burning, 1s. 9d. per gallon; Cycle Lubricating, 1s. 6d. per gallon, &c. Correspondence solicited.—Isaac Spencer & Co. (late Lady Bridge Oil Works), High Street, Hull.



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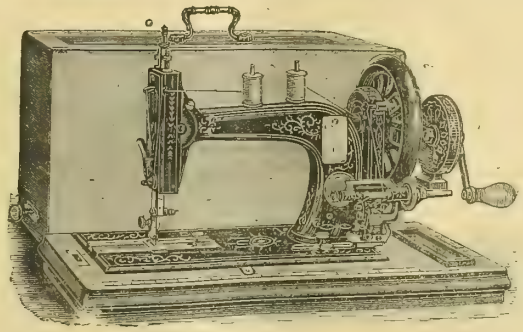
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Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

APPLICATIONS FOR LETTERS PATENT.

21,129. J. A. A. Barfoot and J. Johnson, for improvements in, or relating to, knitting machines.

21,235. H. B. Murdoch, for improvements in perambulators or mail carts.

21,322. W. P. Thompson, a communication from C. A. Hill, of United States, for improvements in, or relating to, sewing machines.

21,350. H. H. Lake, a communication from J. Millar, of United States, for improvements in knitting machines.

21,354. H. H. Lake, a communication from J. H. Nason and H. M. Hewes, of United States for an improved self-threading shuttle.

21,361. A. M. Clark, a communication from The Kursheeat Manufacturing Company, of United States, for improvements in, or connected with, embroidering machines.

21,616. J. Y. Johnson, a communication from the Deutsch Amerikanische Maschinen Gesellschaft, of Germany, for improvements in machines for sewing boots and shoes.

21,639. W. F. Fair, for improvements in knitting machines.

21,727. L. N. D. Williams and R. W. Scott, for improvements in automatic knitting machines.

21,796. W. S. Dove, for improvements in shafts for mail carts, bassinettes, and the like.

22,113. F. Brittain. for improvements in children's mail carts and perambulators, and other like hand-propelled vehicles.

22,123. B. Willcox, a communication from H. Springmann, of Germany, for improvements in lock-stitch sewing machines.

22,373. G. F. Sturgess, Overdale Mere Road, Leicester, for knitting machines and the construction of same.

22,423. C. Myers, for an additional seat to double perambulators.

22,450. P. Bralley, for a sewing machine needle threader.

22,526. F. Lee, Farncombe Institute, Godalming, Surrey, for improvements in button-hole finishing machines.

22,616. H. B. Murdoch, for improvements in mail carts or perambulators.

22,680. W. S. Dove, for improvements in mail carts, bassinettes, and the like.

22,709. S. T. Fawcett, D. Simpson, and J. J. Simpson, for improvements connected with the handles or handle bars of children's carriages.

22,761. W. Bowden, for an improved machine for hem-stitching and open embroidery.

22,849. H. Gregory and F. Smith, for improvements connected with stockings.

SPECIFICATIONS PUBLISHED.

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18,678. *Sewing Machines.* H. Moore, of Wellingborough. Dated October 5th, 1893.

Relates to lock-stitch machines in which the hook carrying the loop round the bobbin or thread case is continuously rotated, the objects being to simplify the hook mechanism to render the point and throat of the hook readily renewable, to design the thread case and hook in such manner that the thread case is retained in the hook, and to hold the thread case stationary in the hook from the back, so as to leave the front side perfectly open; to shape the hook and thread case in such manner that the loop is readily drawn off, and to simplify the feed motion.

20,034. *Perambulators.* S. T. Fawcett, D. Simpson, and J. J. Simpson, all of Leeds. Dated October 24th, 1893.

The vehicle has six wheels, composed of a pair of main wheels on a fixed axle, situated beneath the centre of gravity of the vehicle, or nearly so; a pair of wheels on a fixed axle in front and another pair of wheels on a fixed axle behind the main central wheels, all so arranged that the front and rear pairs of wheels are at a short distance from the ground when the vehicle, or the frame carrying the axles, is in a horizontal position.

UNITED STATES PATENTS.

ISSUED AND DATED OCTOBER 16TH, 1894.

527,407. A. W. Cochran, New York, N.Y., knotter for sewing machines.

527,565. J. Tripp, New York, N.Y., shuttle actuating mechanism for sewing machines.

527,674. H. Donner, Chemnitz, Germany, transferring apparatus for knitting machines.

ISSUED AND DATED OCTOBER 23RD, 1894.

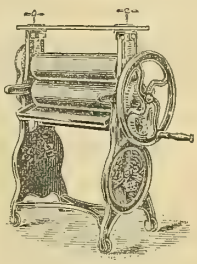
527,779. W. R. Dillmore, Philadelphia, Pa., knitting machine.

527,915. S. H. Wheeler, Chicago, Ill., needle-bar for sewing machines.

527,934. J. Bradley, North Chelmsford, Mass., warp knitting machine.



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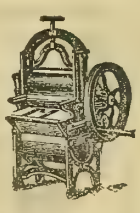
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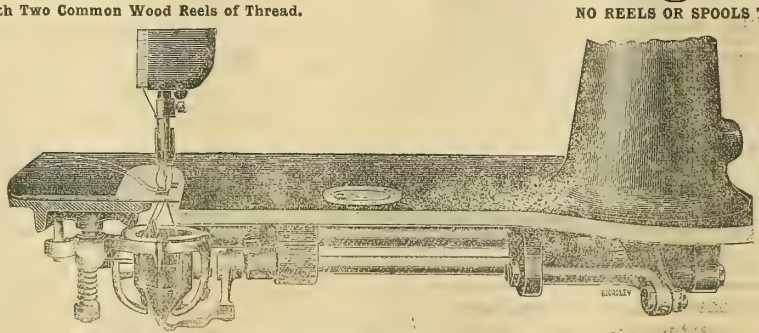
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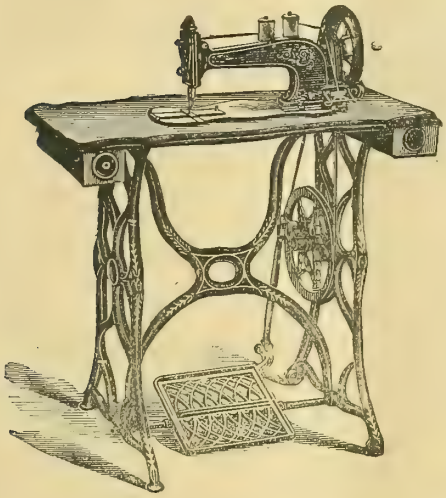
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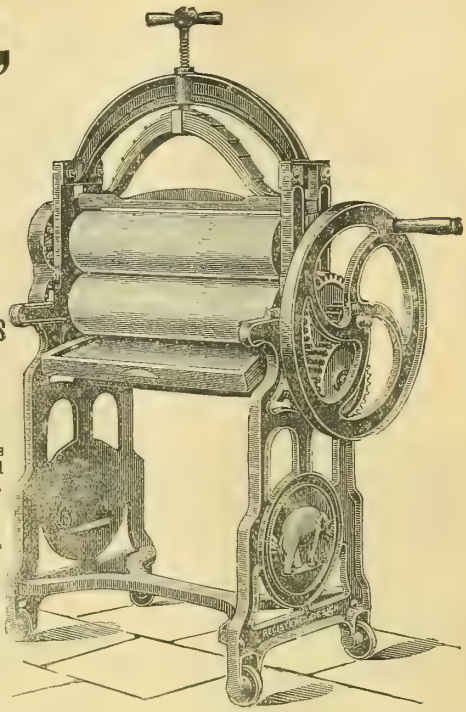
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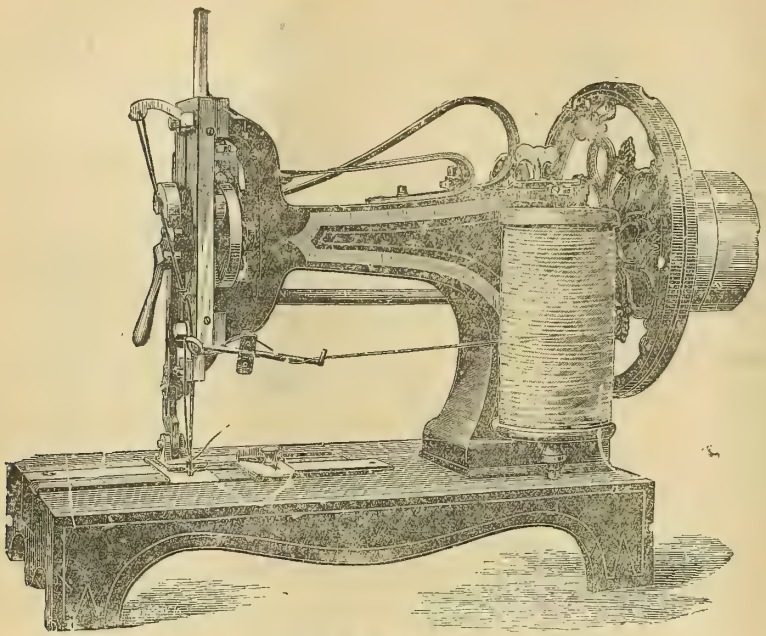
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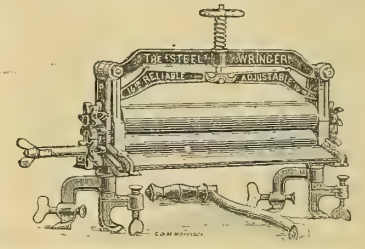
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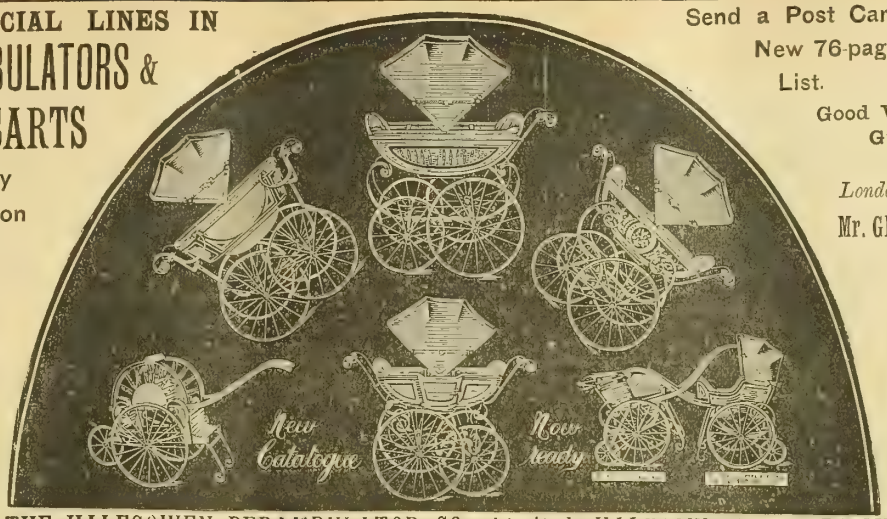
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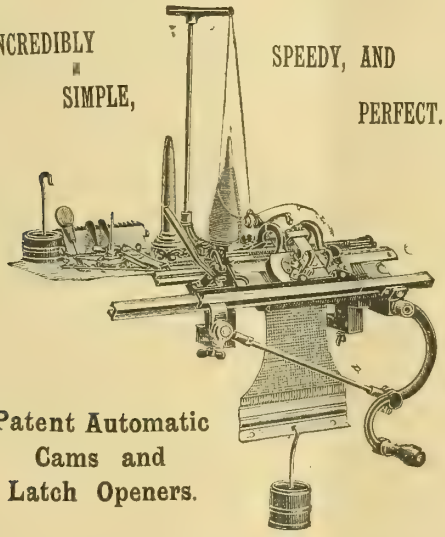
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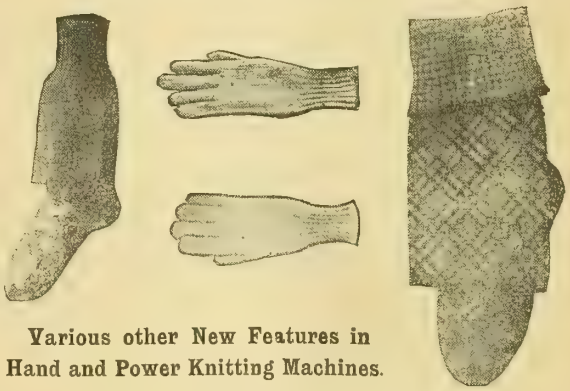
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Editorial Notes.

Travellers and their Employers.

Many of our readers will remember the formation of a mangle concern, under the title of the North London Engineering Company, Limited, some two years ago, with a nominal capital of £5,000. The prime mover in this enterprise (the first of its kind in the South of England) was Mr. Holmes, who for some years travelled for "Young," otherwise "Parkside," Summerscales. It has for long been known in the trade that business did not progress so harmoniously with the North London Company as was necessary if the shareholders were to receive a return for their investment, and further, the quality of the mangles produced was notoriously below the average standard in force in the trade. But on the 17th of last month, in the Court of Queen's Bench, before Mr. Justice Hawkins, the veil was somewhat lifted and an insight permitted into the relationship existing between the North London Company and its founder, Mr. Holmes.

In this action, which lasted a full day, Mr. Holmes claimed damages for slander against Mr. O'Dea, an accountant in the company's service. No specific amount was claimed, but £500 was mentioned several times during the case as being a fair sum to award. The jury, however, without retiring, fixed the damages at £25, which will probably mean an actual loss to the plaintiff when all his costs and expenses have been paid. The defendant, on the other hand, will probably have to pay in costs not less than £175—or say £200 in all. So that the result, judged from a financial point of view, is by no means satisfactory to either of the parties.

Now for the facts, as they are not a little instructive to both employers and their travellers. Mr. Holmes, as is well-known, has for some time past been acting as traveller for the North London Engineering Company, and among his duties was that of collecting accounts from his employers' customers, and giving details weekly on a form supplied for that purpose. It was alleged that in January and February, 1894, Holmes was paid £2 4s. and another sum which he did not enter in his report with the promptitude required by the orders of the company. The amounts in question he collected from that veteran mangle dealer, Mr. J. Lawrence, of Holloway, and the cause of action arose in this wise: On April 7th, 1894, Mr. O'Dea, the accountant, and Mr. Findlay, the secretary, waited upon Mr. Lawrence, and asked to see the receipts for the money paid to Mr. Holmes. This was at first refused, and then arose a discussion, and as to its exact terms Mr. and Mrs. Lawrence were in conflict with the representatives of the mangle company. They were really of the greatest importance, as upon them was founded the present action. Mr. and Mrs. Lawrence swore that Mr. O'Dea led them to suppose that Holmes had not paid to his employers all the money he had collected on their account, and that Lawrence was not the only dealer so treated, and O'Dea added, according to Mr. and Mrs. Lawrence, that unless the receipts were produced they would have to subpœna them. It would appear that Mr. Holmes was told of this conversation, and, considering it a reflection on his honesty, entered the action for slander with the result before stated. It is only fair to add that both Mr. O'Dea and Mr. Findlay denied that they uttered the words imputed to them, and further that the plaintiff excused his action on the ground that it was understood that he could keep a little money in hand for expenses. The case, as we before said, lasted a whole day, and anything like a full report of it is impossible in our present issue. We think it wise, however, to give the substance of the judge's address to the jury.

In commencing his summing-up, Mr. Justice Hawkins said that the case for the defence was that the words uttered were not those as alleged, but were words imputing no villainy and no misconduct at all. The plaintiff had been in the employ of the North London Engineering Company, carrying on business at Waltham Cross, and he (the judge) wished he had taken his action to the Herts Assizes. The company at one time had in their employ a youthful secretary, who was entrusted with the care of the books, and he should think him not suited for the position. He was succeeded in February by a person named Findlay, who had been the object of a great deal of abuse, but he (the judge) could not perceive on what foundation. He was cross-examined at length, and questions were put to him: Will you swear this was said and that was said, and what was in your subpœna? A man could very well recollect the substance of a conversation, if not the precise words, which occurred nearly a year ago. What he says is what he holds to be true, unless you believe him to be a dishonest person. It so happens that the plaintiff Holmes was employed as a traveller, and in what he (the judge) was about to say he should not suggest that which counsel for the defence had not suggested—that he had been guilty of an act of criminality. If the jury required evidence that the character of the plaintiff had not in the slightest degree been tainted by anything like villainy it would be found in the fact that he is still retained in the service of the company, and is still working with Mr. O'Dea, the defendant, who is the accountant or auditor, Findlay being the secretary. The company had nothing to do with this action. They have not nor could not be charged with slander. It is necessary to deal a little with the action, otherwise they could not understand the case. No man has a right to undermine another's character without reason. If you make a mistake and do cast imputations on a person who has brought it upon himself by his own irregularity, even though not dishonest in intention, and the charge is not without foundation, a jury would have to bear this in mind. If the man has not done all he ought he cannot expect the same damages as though the slanderer were acting with malice and a desire to do mischief.

Now, continued his lordship, let us see what has been said as to Holmes. He confessed that he had not been able to see, as was suggested, that O'Dea was to get some benefit for himself, nor could he see that there had been malice in what he had done. Neither could he see any reason for saying that O'Dea had done other than that which his duty required in going to Mr. Lawrence for the purpose of getting the receipt and in making use of such words as he says he used in asking for the receipt. It was not fair to suggest malicious feeling in what he did unless there was evidence to support it.

It is said, You were a traveller, and your duty was to collect money for a company. Now, everybody knows it is his duty to pay over immediately when paid the money received. In the ordinary course of business a man would on returning hand over the money received to the cashier. He has no right to keep it in his pockets and to use it for a week or any period. Men make regulations for the conduct of their business, and the North London Engineering Company had regulations, one being that every Saturday the traveller made out a statement of the money received during the week. This his lordship considered essential, and Mr. Holmes had lived long enough to know that it was necessary. He (Holmes) had the blank sheets given to him for his weekly returns, and he (his lordship) could find no particle of excuse whatever for his not fulfilling the obligation of duty cast on him, or for saying he had the right to keep back money received, on account. If this were permitted persons might, if dishonestly minded, think they could go further.

Mr. Lawrence, continued his Lordship, has been called before the jury. He appears to be a decent and respectable man, but cannot, therefore, necessarily be said to have a perfect memory. There is no complaint whatever against him. He had dealt with the company, not largely, but had done business with them and held receipts for the money paid. On January 6th plaintiff calls and collects £2 4s. from Mr. Lawrence, and on the following day the plaintiff fills up his weekly sheet of collections, but this amount is not included. There is a place on the sheets for the date on which the payments are made, but, said his Lordship, these details were not filled in. He would say no more about it, and it might not be of a serious character, but it was irregular, and the dates should have been filled in. On February 3rd Mr. Lawrence pays plaintiff another small sum, which is not promptly entered in the cash sheet. On February 10th only, the money having been received on January 26th, does the amount appear on the cash sheet, and by this time Mr. Lawrence has received two statements. Now this was a gross irregularity. The plaintiff says he kept it back for a strange reason. He says he wanted it for the expenses of the current and next week. This is a course which no one would be likely to sanction, and no proof was given that the company sanctioned this practice.

It seemed to his Lordship that, when hard words are used against Mr. O'Dea, and a charge is preferred against him for the purpose of doing him an injury, it was necessary to point out exactly the character of the irregularity—it was a gross irregularity. What is done with regard to these things. There was a small debt of 9s. incurred on February 8th, and paid to the plaintiff on February 28th, but not given on the cash sheet until March 10th. These sheets ought to represent the exact state of things, cash received and money paid out during each week, and this the plaintiff should have known. It is impossible for a business man not to know this, although the plaintiff might not have had any criminal intent.

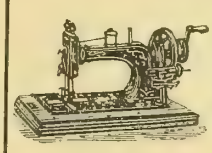
His Lordship went on to give another illustration, that of a payment by Mr. Cheal on January 19th, which did not figure in the cash sheet of the week, but only appears on January 27th, and a similar thing occurs in a transaction with Mr. Snowdon. The last amount dealt with by his Lordship was a payment made by Mr. Cowtan, which was also treated in an irregular manner.

His Lordship then expressed his regret that the plaintiff had made excuses on the ground that he had acknowledged to the boy cashier or secretary, who was clearly incapable of keeping the books, that he was holding some of the money. This, said the Judge, was very irregular, and it was much to be regretted that an inexperienced boy should come in contact with such irregularity, although there was no criminal intent.

It cannot be said, continued his Lordship, that the inadvertent words used by the defendant were entirely without excuse or justification when one finds such irregularities as the above. Findlay comes into the company's service, and then discovers these irregularities, and makes out the statements before he has the opportunity of seeing the cash sheets. He finds an apparent debt due from Mr. Lawrence, and it is clear the trouble the latter gentleman is put to, although he made no complaint. When asked if he had paid, Mr. Lawrence says that he held receipts, and so before charging Holmes with anything they wait to see for themselves. His Lordship said that he could not conceive of anything more right and prudent for the directors of the company, when matters are told to them, to depute their accountant and secretary to look into the matter. Now, it is said on one side that they made use of an expression which is relied on, spoke of a subpœna if Mr. Lawrence did not hand over the receipt. If O'Dea merely said, "We want this in Court for a prosecution," his Lordship would agree it might be suggestive of a criminal prosecution, and that Holmes was guilty of criminality. But the other side denied that anything like this was said. Mr. Lawrence did not want to part with the receipts, and it was he, they said, who introduced the fact that he had once to go to a police-court and had caught a cold. Mr. O'Dea and Mr. Findlay, although challenged, said, "We went for the purpose of getting these receipts." Mrs. Lawrence was averse to parting with them for a prosecution, and she mentioned a prosecution in which her husband was called as a witness. Findlay and O'Dea have stated that they said in reply, "We are not going to tell all about what is to be done, as it is in our directors' hands. You need not trouble yourself about a prosecution, as we do not think there is a thought of such a thing." Both these witnesses said they never said a word about prosecution. If the company had obtained a summons before a magistrate, continued the judge, he could understand O'Dea making the alleged remarks to the magistrate, but there never was a summons taken out or hinted at, nor an intention to take one out. Mr. Holmes gave the explanation to his directors, and was allowed to remain. They would have dismissed him if not satisfied with his explanation. It is one thing to forgive an irregularity. It is one thing to desire to act harshly, as such irregularity would have justified. It is another to be told to go out travelling, and do what you can for us. He is going on and doing it now, and but for the stir made by the plaintiff no one would have known what had taken place in reference to these irregularities, but if a man will talk about it to others it is his own fault. In this case Holmes' character has not been taken from him, nor has he lost one farthing of his salary or a moment's employment. He remains in the service of his company.

In concluding his remarks, Mr. Justice Hawkins said that if they thought Mr. Lawrence had made a mistake, and that O'Dea and Findlay had not imputed criminal misconduct, then the jury must find for the defendant. If they were in favour of the plaintiff, then came the question of damages. Holmes, said the judge, had not shown that any one had reproached him for a loss of character. The best answer as to character he could have would be to say, Ask my masters. As to the amount of the damages, one cannot help looking at the irregularities which have brought about the trouble. This is a disagreeable affair for everybody, and would not have arisen except for the irregularities.

The foregoing is a careful summary of the judge's remarks to the jury, condensed from a verbatim report, and we forbear further comment on the case except to repeat that the jury found for the plaintiff, awarding £25 as damages, to the surprise of most in the Court, including, we believe, the judge himself.



SECTION

AN INCIDENT IN INVENTION.

By Charles H. Peachey (Stafford).

Having dwelt in my two previous articles on the mistakes that are made in the sewing machine trade, I will now deal with the Singer button-hole machine. For years wholesale salesmen had found that handling the above has been a work of no ordinary mechanic's skill and difficulty. I have sold many of these machines, and, indeed, had my practical knowledge put to some severe tests, but never before to such an extent as on December 18th, 1890, at Hebden Bridge, Yorkshire. It was a cold winter's night, and I felt the sting of the weather, coupled with the repulse that I received at one of the largest of fustian clothing manufacturers that I called upon in solicitation for orders for the Singer button-hole machine. After presenting my card as usual, I, in due course, had my turn in conversation with the principal of the firm. I, of course, had every facility given me at the hands of that gentleman, and, as usual, I wished to put down another of these machines, and here is an illustration of what followed. He, in a genial reply, said, "No, sir, thanks; we are already running seven of your machines, those making only the hole, but at present I do not see my way clear to put down more unless you can produce me a machine that will make the hole and bar, or finish it off at the same operation." Thinking I had made a mark I said, "Sir, we can do that, and have done so for some time." "Yes," replied the manufacturer, "but I mean you to understand me correctly. I am aware you can bar the holes, as you say, but it's here where the expense and mistake

comes in. Here, sir," said the manufacturer, "is a navvy's cord jacket with 1 in. holes; these are navvy's trousers with ¾ in. holes, and here is a waistcoat with ½ in. holes, and here are boys' cord suits with various sized holes, and when you supply a new machine you give a single clamp." "Granted," I replied. Then he went on to say, "You see, if I am to have a separate machine for barring every sized hole, look at the cost," and to all who know this machine the answer is easily arrived at.

After further conversation with my friend the manufacturer I was compelled to withdraw, being almost sick-hearted. I subsequently again saw my friend, who wished to know how I had succeeded. I told him I thought I could overcome the difficulty by making one clamp almost do the work of seven clamps, and would give him the details in the morning. That evening at home I set to work, and in a short time I saw how to overcome the difficulty. I presented myself in the morning at the depôt of my employers full of courage and cheerfulness, with the remark, "I can manage what is required of a single clamp," asking, of course, that the manager would listen to the details, and also examine my plan, and treat same as confidential.

When he saw my idea the manager at once admitted it was a success. To describe it shortly, the plate of the clamp required recessing, and, having no means or tools for the job, I suggested that I should take a clamp to pieces, and get the plate recessed. I did so, but, after visiting the engineers for the purpose of giving instructions, I was told that the plate was hardened, and that it would, of course, require annealing. The engineers wrote me to my private residence that to re-harden it might injure its shape, but this, I said, was of no importance. After receiving the plate I made the required parts, and tried three different sized holes, with the result that the thing was as I anticipated. I locked up the clamp in my drawer from the first week in January, 1891, until June in the same year.

Now, please note that the new button-hole machine arriving up to June had no signs of any such improvement, but every sized hole required a different clamp. In June, as before stated, something rather unpleasant occurred, and our district manager came over during my absence, and our local manager informed him of my invention. When I returned the district manager said, "Mr. Peachey, our Mr. So-and-so tells me you have a decided improvement on our clamp," and, it being their property, he at once requested to see it. I was, of course, obliged to produce the thing, and in the twinkling of an eye he saw the value, putting it into his overcoat pocket, saying, "If it's of any value you shall be rewarded." In about a month from this date all the button-hole machines with the taper-barring came with my alteration, with this slight difference, that I used only one set-screw in each adjustable plate, but two were now used.

I might add that my single clamp, which did the work of no less than seven clamps, only cost 5s. to make.

COLLECTOR'S CLAIM AGAINST HIS EMPLOYERS.

On Wednesday, the 9th ult., at the County Court, holden at Redhill, before his Honour Judge Martineau, William Mason, a collector-salesman, lately in the employ of the Singer Manufacturing Company, sued them for the following moneys which were alleged to be due to him :—

	£	s.	d.
One week's salary	0	10	6
Expenses	0	5	6
Commission on order	0	1	6
,, on collections	0	3	0
One week's salary in lieu of notice	0	10	6
Guarantee Fund, as per book	10	6	3
Interest	0	5	0
	12	2	3
Less amount collected by the plaintiff on behalf of the defendants	1	5	6
	£10	16	9

The defendants having previously offered the guarantee fund to the plaintiff paid same into Court, less the amount they alleged plaintiff had misappropriated, and the case was fought on the other items. Mr. T. Bacon Phillips, solicitor, appeared for the plaintiff; Mr. Gilbert D. Wansbrough, the company's solicitor, represented the defendants.

Mr. Phillips, in opening the case, stated that the plaintiff was lately a traveller in the defendant company's employ at East Grinstead, under agreement, and that until July 16th, 1894, the plaintiff had worked satisfactorily for them. At about this date the plaintiff became ill and was away from the office, and that when the plaintiff next saw his superintendent, the superintendent discharged him without giving any reason.

His Honour here interposed that in 99 cases out of 100 he never believed that a servant was discharged without a reason and the servant knowing that reason.

Mr. Phillips then proceeded to examine the plaintiff, and his evidence was on the lines of his solicitor's opening. In cross-examination plaintiff denied that he was discharged for, amongst other irregularities, drunkenness and not accounting for money.

Mr. Wansbrough called Edward Allingham, who was formerly superintendent in the defendant company's employ at East Grinstead, who said he was superintendent over the plaintiff, and that plaintiff's duties were to collect moneys in the East Grinstead district, and pay them into the East Grinstead office of the defendants the next day; that on July 16th, 1894, Mason, the plaintiff, did not turn up in the ordinary way, and was away for a week, collecting moneys from customers in the meantime. Further, that when the witness saw him at East Grinstead the plaintiff was recovering from the effects of heavy drinking, and he then admitted having collected moneys and misappropriating them to the extent of £1 5s. 6d., and witness at once discharged the plaintiff, and told him that he had rendered himself liable to prosecution.

Miss Lizzie Lang was called to prove that the plaintiff had never paid to her the moneys collected by him on July 16th and 17th as he should have done.

His Honour then gave judgment for the defendants, and in the course of his remarks, said the case had turned out as he fully anticipated; the plaintiff had been discharged for good and sufficient reason, he having got drunk and collected money and not paid it in as he should have done, and under these circumstances the defendants had a right to summarily dismiss the plaintiff, and the judgment would consequently be for defendants with costs.

THE POLICE AND THE SEIZED SEWING MACHINE.

At the Witham Petty Sessions, on January 15th, before General Howard-Vyse (in the chair) and Mr. J. H. Salter, the Chief-Constable of Essex (Capt. Showers) informed the Bench that he had received a letter from a Mrs. Arthur Smith, of Kelvedon, with reference to a sewing machine which, in October last, she entrusted to a man named George Kelly, who represented himself to be an agent of the Singer Manufacturing Company, to dispose of for her. It appeared that the man sold the machine to a Mr. Saunders, of Maldon, for £2, but the money never reached Mrs. Smith. The police were communicated with in the meantime, and seized the machine, and have it still in their possession. Mrs. Smith, who was a sempstress, wanted this machine for her daily occupation, but the police were unwilling to give it up without the consent of the Bench, as they held a warrant for the apprehension of the man, and if the machine were lost or destroyed, the police, of course, could not produce it, and the case would fail.—The Chairman said they could give no opinion in the matter; and Mr. Salter suggested that a contribution should be started to purchase a machine for the poor woman.

THE UNFAIR TRADING QUESTION.

The editor of the Chicago *Sewing Machine Advance*, after reproducing from our columns the report of the meeting of the sewing machine trade held in London to consider the question of unfair trading, makes the following observations :—

"Once upon a time the same trouble that now excites the disapproval of our British brethren sorely beset the retail trade in this city. It is termed here 'breaking sales.' There had been an association of the principal retailing concerns of the city, and one of the principal reforms effected by the association was in this same line of breaking sales. The association finally went to pieces, and one of its ex-members was soon strongly complained of for permitting his *employes* to again resort to this

miserable method of doing business. He denied as strongly, however, that he countenanced it, and was always apparently willing to co-operate with the other members of the trade in eliminating this feature of the business from the city trade. The fact remained, though, that some of his men continued to practice it, and at length, after patience had been exhausted, the other concerns determined to give this dealer an object lesson. Accordingly one certain week, waggon after waggon of his different competitors began to drive up to his store and unload his machines, which, they would blandly inform him, had been returned to him by Mrs. So and So, and Mrs. Such and Such, and the climax arrived at the end of the week, when an immense two-horse waggon belonging to the wholesale shipping department of one of his competitors arrived, loaded high with his machines that had been gathered in during the week. He couldn't stand the pressure, and begged for mercy, and thenceforth the evil was abated."

ACTION AGAINST SEWING MACHINE COMPANY FOR RETURN OF MACHINE.

At the Sheffield County Court yesterday an action was heard by his Honour Judge Ellison of much interest to sewing machine makers, their agents, and their customers. The plaintiff was Miss Sarah Jane Parkin, of Nether Slack, Penistone Road, and the defendants were the Singer Manufacturing Company, of 37, Fargate, in this city. The plaintiff claimed from the defendants the specific delivery of a sewing machine, her property, which for the purposes of the action was valued at £8; and also the return of £2 2s. paid by her to their representative, John Muirhead, on October 12th, 1894, such sewing machine and money having been obtained from her by false representations and deceit. The defendant company set up a counter-claim, of which the following are the particulars:—To sewing machine, £15 15s.; less for old machine as agreed, £1 10s.; received on account, £2 2s.; balance due to defendants, £12 3s.—Mr. A. M. Wilson appeared for the plaintiff, and Mr. Warren (Messrs. Ford and Warren, Leeds) for the company.

Mr. Wilson, in opening, said if there ever was a bad, dishonest action on the part of any one it was disclosed by the facts of this case. His client, Miss Parkin, lived in Penistone Road, and John Muirhead, who was in the service of the defendant company, rented a house of her. On the 12th October last he called upon her and noticed a sewing machine in her room. He remarked, "This is a Singer machine. Singer's are giving one away for the oldest machine of anybody's make. You practically have the prize in your hands." She replied, "What does all this mean?" He said, "If I take your machine and it is the oldest machine exhibited you will get the prize of a new machine." She told Muirhead she was satisfied with the machine she had. He still pressed her to allow him to take the machine, saying he had another machine outside in his cart which he would leave with her whilst the old one was exhibited. At the same time he said she would be required to deposit £2 2s., so that if any damage was done to his machine he could recoup himself. He hoped she would consent to exhibit her sewing machine, as he would get £5, and she would win the prize of a new machine and have her own back into the bargain. This conversation took place in the presence of two witnesses. Now it turned out that the whole statement of Muirhead was a fabrication, and that there was no exhibition of any kind whatever. Muirhead had the impudence to say that Miss Parkin bought the new machine, that she paid £2 2s. on account, and must pay the balance. He was sorry to say that this was only one of a number of cases.

Mr. Warren: I object to this. My friend has no right to make a statement of this kind. It is evidently made for a purpose.

His Honour: His statement is not evidence.

Mr. Warren: Only the reporters are taking note of it.

Mr. Wilson: I hope they will.

His Honour: You are not dealing with a case before a jury.

Mr. Wilson: It will have no effect on his Honour's mind.

Mr. Warren: Only I can see why the statement is made.

Mr. Wilson, proceeding, said when the plaintiff made inquiries she found she had been deceived. She then went to the offices of the company in Fargate, and the manager told her that her machine had been broken up. It had never been exhibited, and was never intended to be. Miss Parkin consulted him, and he wrote to the company requiring the return of her machine and the payment of the two guineas. In reply they wrote: "If Miss Parkin feels aggrieved we shall be pleased to return her an old machine and the £2 2s. paid by her." They further said they could not return her own machine, as it had been broken up. He did not believe the machine had been broken up, neither did his client.

Mr. Warren: I can prove it has been.

Mr. Wilson repeated that he did not believe it, and he pressed for an order for the specific delivery of the machine and the return of the £2 2s.

The plaintiff was then called, and bore out this statement. She allowed Muirhead to take her machine, which he said was to be exhibited at Kilbowie, Scotland, and afterwards in their window in Fargate. The machine Muirhead left was to be the prize if her machine won, and she did not agree to buy it for £15 15s. She was afterwards told by friends that if her machine did not win the prize she would have to keep the new one, but Muirhead assured her that such was not the case, that she ran no risk whatever.

In answer to Mr. Warren, the plaintiff said she bought her machine nineteen years ago, when she paid £8 8s. for it. She had only used it occasionally. She did not agree to buy the new machine, but she paid £2 2s. on account, and an instalment of 3s. per week up to Christmas. She did not tell Muirhead that she then expected money out of which she would pay the balance. The manager explained to her the terms of the exhibition, and she expressed her satisfaction with them.

Mr. Warren said it was absolutely impossible for the company to return plaintiff's machine, but if there had been a misunderstanding they were perfectly willing to give her a machine of the same value as her old one, and also the two guineas they received. They did not desire to take advantage of a misunderstanding, although Mr. Wilson had talked rather roughly about a company who had carried on business satisfactorily for many years.

His Honour: It is rather an extraordinary case.

Mr. Warren said the question was, what compensation was the plaintiff to have for the machine which was taken from her under an entire misunderstanding—with her two guineas and her solicitor's costs as well?

His Honour: But you have filed a counter-claim.

Mr. Warren: We must have the machine back. Continuing to address his Honour, Mr. Warren said that the terms of the competition which the Singer Machine Company started were these: "Ascertain the oldest machine in a particular town, never mind who the maker is, and when you have ascertained the oldest machine, which you will have a period of three months to do, advertise the result in two papers in the district." In accordance with these terms this agent went to the plaintiff and received from her a machine which she said was 19 years old. They allowed her credit for that to the extent of 30s. She then, as the defendant company said, bought a new machine out and out, and paid two guineas on account. If the result of the competition had been that she got a prize for the oldest machine, they would have given her back her two guineas, and she would have kept the fifteen-guinea machine. If that were carried out there could be no injustice done; the company would not take advantage of anybody as it was said they had in this case. Assuming that the canvasser took advantage of the plaintiff, the company would have nothing to do with that, and if there was a misunderstanding the company would not bind her to the transaction. They would give her a machine equal, or superior, to her own.

His Honour: As far as the company is concerned that is about right.

Mr. Warren: If Muirhead has done wrong the company cannot help that.

His Honour: A principal is only responsible for what his agent does under his authority. Canvassers were carried away very often by their own objects and by their desire to get orders, and that probably might be in this case to a certain extent. But it was quite clear from the evidence that it was a very confused story.

Mr. Wilson said he could only accept a warrant of delivery, and Mr. Warren not agreeing to this course the case was proceeded with.

Mr. Warren called the local manager for the company to prove the value of the machine taken away, and to give particulars of the competition; and, in cross-examination by Mr. Wilson, the witness denied that it was all a trick to get people to take the company's machines.

His Honour said it was quite clear that the plaintiff did not understand the transaction with Muirhead; but beyond that there was the question of the character of Muirhead. If the defence did not call him, he (his Honour) would be bound to believe the statement of the plaintiff so far as it was credible. He admitted that her evidence was confused; she might have understood something that Muirhead did not say, but if Muirhead was not called it would be open to very serious animadversion and must impress his mind with a great doubt as to whether the man had been honest in this transaction. Muirhead might have had a dishonest purpose; but he did not think the company had. However, Mr. Warren must take his own course about calling Muirhead.

Mr. Warren: I don't propose to call Muirhead, because he says there was an out-and-out sale, and I have my doubts.

His Honour: As the evidence stands there was not, and the counter-claim falls to the ground. The plaintiff is entitled to have a warrant of delivery.

Mr. Wilson: I ask for it.

His Honour: You may have it, and you will be entitled to have your damages should the warrant turn out to be futile. There will be a verdict for the defendant on the counter-claim.

Mr. Warren: I ask for the fifteen-guinea machine to be delivered up under my counter-claim.

His Honour: You will get it, of course. I have nothing to do with it. I say there was no sale, and no agreement to buy the machine. If you have put it into the plaintiff's possession under doubtful circumstances, you must get it out, that is all.

Mr. Wilson advised the plaintiff not to give up the machine.—*Sheffield Independent*, January 11th, 1895.

A CANVASSER ON "TURNING OUT."

TO THE EDITOR OF "THE SEWING MACHINE GAZETTE."

SIR,—As an old reader of your journal, I noticed in this month's number an interview with Mr. Wansbrough, where you refer to the growing scandal of depreciating another firms' goods, or what is commonly known as the "Turning out system."

I myself, speaking as an old canvasser, wish that all other firms could make a similar reply to Mr. Wansbrough, and be able to confirm the same. I do think the time has come when we should as a body use our utmost endeavours to stop such paltry and mean practices, as it is not only the employer who suffers in such cases, but the canvasser, and when he comes to reckon the loss occasioned by these evildoers at the end of the year, the canvasser discovers it to be a very serious item; it is not the returning of commission on such orders alone, but the extra time and expense he is put to in seeing his customer the second time, for in many instances he may be twenty miles or

more away before he is made aware of the fact that an enemy has appeared in his camp.

As an illustration of my remarks, only a short time ago, while working a town within 100 miles from London, I made two sales in one house, one of the customers at the time paying a deposit. Within a week, and while a another town fifty miles nearer London, I was notified by my firm that these customers had returned their goods to the firm stating that (on good authority) they were merely rubbish, and not of the value charged them. I then (as you will see) at a great expense and loss of time (which is a very important item to a canvasser) went down and saw these customers, and was very much surprised to see a rival firm's machines already with them, and to learn that the individual (I cannot say man, as it was not the action of a man) had done all he could to poison their minds against having my firm's goods, actually saying they were useless and rubbish, and that we were rogues to sell them such trash, and finally succeeded in inducing my customers to allow him to pack up my machines, and getting each of the persons to write the letters in question, which he took away to post, together with the machines, and returned by passenger train to London, carriage forward. Each customer assured me that until the said person (who, by the way, is a manager of agents) called upon them, and made the statements complained of, they were satisfied and pleased with my machines, and but for his falsehoods would have kept and paid for same.

I therefore asked to be allowed to replace my goods, and did so. I then determined to see this manager, and called upon him, telling him who I was, and what I had called for, viz., an explanation of his strange conduct. At first he was inclined to bully me, but finding this was no good he asked me to leave his shop, which I did, after telling him that I knew what he had done and how he had done it. About two hours after this interview, when passing his shop on my way to the station, the said manager was standing at his shop door, and he called me back, asked me to step in and take a seat, apologising for his previous abruptness, stating that he had done nothing unusual, and furthermore informed me that he had done, and should continue, to do the same with *any other* firm's goods sold in his town or district, naming several firm's whose orders he had treated in similar manner, and he asked me if I knew of any arrangement between his firm and mine that they should not interfere with each other's business.

In future I mean to look into the cause of any and every return, and feel certain that if every canvasser will do likewise we shall soon arrive at a more honourable state of things, and turning out would for ever cease.

In conclusion I would ask your readers why I should be put to this trouble and expense through no fault of either the goods, my firm, or myself.

Apologising for thus far troubling you,

I am, dear sir,

Jan. 25, 1895. An Old Canvasser.

ASSASSINATION OF A MACHINE MERCHANT.

We regret to have to record the death under tragic circumstances of Mr. Max Nothmann, brother of the well-known Berlin sewing machine manufacturer. The deceased was about 58 years of age, and was one of the leading merchants in Brazil, and far and away the largest importer of sewing machines in the whole of South America. His principal office was in Rio, and on the day which was destined to be his last, he left his home, situated in a suburb of Rio, at 8.30 a.m., intending to take a car to his business. Suddenly a man, who was evidently waiting for the purpose, rushed up to Mr. Nothmann and handed him a card, which he began reading as he walked away. This man, who was afterwards identified as a fellow German named Gustav Reinhard, followed Mr. Nothmann a short distance, and the latter said a few words, whereupon Reinhard pulled a revolver out of his pocket and fired three shots at Mr. Nothmann, one in the left side and the others in the head, which resulted in instantaneous death. Without a moment's hesitation the assassin then fired the revolver at his own head and fell across the corpse of his victim, death ensuing some two hours later.

It has since transpired that Reinhard was at one time employed as clerk in Nothmann's office in Buenos Ayres, and that of late he had worried his old employer for money.

Many of our readers will recall the fact that the deceased merchant was engaged in litigation with the Singer Manufacturing Company over trade name matters for a considerable period, as reported in our columns from time to time.

Through the kindness of Mr. Rausnitz, of 184, Aldersgate Street, E.C., the British wholesale agent for Nothmann's sewing machines, we are able to give a few details as to Mr. Max Nothmann's early history. He came over to this country shortly after he was "out of his teens" and obtained employment in an engineer's shop in Oldham, where he worked for some time. About twenty-five years ago he determined to seek his fortune in Brazil, where he landed without friends or capital. By dint of much ingenuity and industry he at length worked up a business of gigantic proportions, and at the time of the tragedy which cut short his career he was reputed to be one of the wealthiest merchants in Brazil. He imported, as we have before stated, a large number of sewing machines, mostly, be it said, the "Nothmann," which he obtained from his brother's factory in Berlin, but his imports included numerous other articles. Mr. Nothmann leaves behind him a wife, a Brazilian, and four children, and we understand that the business will be continued under the supervision of executors.

PERAMBULATOR MAKER'S BANKRUPTCY.

Extraordinary Waste of Assets.

One of the creditors in the bankruptcy of Frederick Hayward Williamson (trading as Williamson & Co.), baby carriage manufacturers, Banbury, has sent us an official statement of the manner in which the estate has been realised, and we think our readers will agree with him that it is nothing short of scandalous that such a state of things should exist in this country.

The Receiving Order was made on January 15th, 1894, and the liabilities were stated at £168 1s. 3d., and the assets were estimated by the debtor to produce £460 9s. 6d., as follows :—

Cash	estimated at	£2 0 0	produced £2 0 0
Stock-in-trade	do.	£200 0 0	do. £120 0 0
Machinery	do.	£10 0 0	included in the above amount.
Trade Fixtures	do.	£50 0 0	produced nil.
Goodwill	do.	£100 0 0	do. nil.
Book Debts	do.	£98 9 6	do. £6 8 0

The actual amount realised was £136 6s., and any creditor might reasonably have expected a dividend. Let us see what was done with this money. No less than £60 17s. was spent in rent, costs of distress, and rates, leaving a balance of £75 9s., still sufficient to pay eleven shillings in the pound. Yet not a single farthing has or will be paid to the creditors, and not only has the whole of this sum gone in expenses, but the trustee has not received any remuneration! Here is the way the money has been frittered away—we do not say that this is the fault of the trustee, but, so far as the creditors are concerned, not a single farthing of the large sum given hereunder in detail has been spent in the interests of the persons who really owned the assets, viz., the creditors. The Board of Trade and Court Fees were £20 18s. 6d. Then there were "law costs on petition," £9 5s. 8d., and "other law costs," £4 18s. 10d., or a total of £14 4s. 6d. for law costs. The notice in the *London Gazette* and local papers cost £1 19s., and the shorthand writer's charges, £4 19s. 8d. The valuer's fee was £2 12s. 6d., and some one or other "assisted" the debtor, for which he got one guinea, and the debtor was "allowed" £2. The "incidental expenses" came to £22 19s. 2d., as follows :—Printing and advertising *re* sale of stock, £7 18s. 6d.; travelling expenses of Official Receiver, 16s., and of trustee, £8 13s. 6d.; the premium on the trustee's guarantee bond came to £2, and the list closes with "postages, £1 6s. 6d.; stationery, £1 1s.; and insurance, telegrams, and parcels, £1 3s. 8d." Thus the trustee, having received on behalf of the creditors no less a sum than £136 6s., had spent all of same as detailed above except £4 14s. 8d., which he has retained in hand "to cover fees on release, printing, and other closing charges."

The absurdity of the law which permits the above to take place is only fully realised when one reflects that Mr. Williamson has had his business, with substantial assets, broken up without a farthing's-worth of benefit to his creditors, who might just as well have given him receipts in full for the amount of their debts, and have allowed him to go on trading. As it is, the machinery of the law merely disposed of £200 of stock for £120, collected a few debts, and made a charge for its "good offices" of no less than £75 9s., which, added to the £60 17s. for rent, disposes of the full sum realised.

We forbear commenting on any of the items which go to make up the £75 9s., as obviously not one of them was really incurred in the interest of the creditors. It is surely quite time that the bankruptcy law was altered so as to prevent such scandals as this in the future.

We follow on with the report of the trustee of this estate :—

"The Bankrupt's Statement of Affairs turned out wholly unreliable. He appears to have valued the Assets on the footing of a going concern which, under the circumstances of this case, was quite unjustifiable. The Stock was composed for the most part of unfinished goods, and I had the greatest difficulty in disposing of it. After vainly advertising and offering it for sale by tender I eventually sold the lot by private treaty for £120—or rather more than half the amount estimated by the Debtor. An Auction Sale would, I was advised, have realised much less. The Trade Fixtures and Fittings turned out to be the property of the Landlord. The Goodwill was, of course, valueless.

"The Book Debts, to which I gave considerable attention, were in most cases either not due or quite irrecoverable. Credit must have been very recklessly given, as I caused personal applications to be made for payment of the larger sums (where no replies could be obtained by letter), and it was generally found that the Debtors had either been sold up or were gone.

"Every effort was made to realise the Assets to the best advantage, and I do not remember ever being concerned in a winding up which terminated so unsatisfactorily.

"It will be observed that not only do the Creditors get nothing, but the Trustee is also in the same unfortunate position.

"Creditors can obtain any further information by inquiry at the Office of the Trustee."

THE IMPORTATION OF PRISON-MADE GOODS FROM ABROAD.

Our readers may remember that in our issue for April last we called attention to a sensational article in a new contemporary, the *Hardwareman*, on the subject of German prison-made goods. Among the articles which our contemporary stated were being made in German prisons were sewing machine covers "made in any quantity." From our knowledge of the trade, we felt compelled to deny that the German sewing machine manufacturers considered that the prisons were in any degree competitors with the honest workers.

Since our last article, an inquiry has been made by our own Government, with the result that it has been elicited that only 16,899 prisoners are employed in prison-labour throughout the whole of the German empire, and the total production of these persons cannot surely be considered as any serious factor on the question of German competition with the British manufacturer. We think it fair, however, since we have taken our contemporary to task for its sensational article, that we should now give it a chance to justify its position. We therefore follow on with an article which appears in its issue of the 19th ult., which has been sent to us, we believe, for this purpose :—

In the issue of the *Hardwareman* of March 3rd, 1894, we devoted several pages to the publication of the Report of our Special Commissioner whom we had instructed to proceed to Germany and inquire into the manufacture of goods by prison-labour and their subsequent exportation to this country. Our belief in the necessity of such an inquiry was proved to be only too well founded by the startling nature of the facts which our representative's efforts enabled us to publish under the significant title of "Made in German Gaols." The interest which was then aroused by our exposure of the evils of the system of hiring out prison-labour was both instantaneous and universal, and, we are pleased to add, was not unproductive of beneficial results. During the weeks immediately following the publication of the report we were overwhelmed with communications from every part of the United Kingdom, showing how sudden had been the awakening of the manufacturing world to the true facts of the case, and how vital it was in the interests of British industry that some protective measure should be adopted. The discussion of the matter, however, was not confined to industrial circles, the question was one of importance to the nation at large, and as such demanded the attention of the House of Commons. Thanks to the promptness of Mr. Field, M.P., to the energetic championship of Colonel Howard Vincent, M.P., and to the later intervention of Mr. Joseph Chamberlain, M.P., this attention was duly attracted ; Colonel Howard Vincent especially, in taking up the ruuning and insisting upon the matter being sifted to the bottom, contributed materially towards the advent of a more equitable state of affairs.

The Government, realising the serious nature of the subject, and yielding to the pressure of the gentlemen mentioned, at last consented to institute an official inquiry into the truth of the statements we published. On April 23rd, 1894, Mr. Mundella, as President of the Board of Trade, replied as follows to a question asked in the House of Commons by Mr. Chamberlain :—"We have been unable to obtain any evidence of the importation of goods manufactured in German prisons beyond the statements which have appeared in a trade newspaper* ; but steps are being taken to obtain, through the Foreign Office, all the information available on the subject." This information, in the shape of a Government Report, has, after the lapse of many months, just been issued, and we think ourselves fairly entitled to a little self-congratulation in view of the fact that the official report absolutely confirms in every particular the general statements contained in our issue of March 3rd last.

As it is probable that all our readers may not have the opportunity of perusing the contents of the actual official publication, we purpose quoting a few of the most interesting statements which, following the example of our initiatory exposure of the prison-labour system, will speak for themselves.

We find the system thus explained is a "Report on Prison-Labour in Germany," drawn up by Mr. Tower, Second Secretary in the British Embassy at Berlin :—

> The following is the system adopted in Prussia for prison-labour :—
>
> The prison authorities farm out to a contractor or contractors the labour power of a prisoner. The contract determines the rate of wages in return for the amount, weight, measure, or number of articles to be manufactured. The contract is made either for a fixed period of time or for a given quantity of work, which is executed under the direction of the contractor and his foreman, who have access to the gaol subject to prison rules and regulations. Raw materials, tools, and machinery are supplied by the contractor. The authorities undertake no risk nor responsibility as to breakage or damage of tools, nor in case that prison discipline interferes with contract labour. The contractor is wholly under the control of the Governor and the prison authorities, and a refusal on their part to grant admittance might lead to a total suspension of work. His risk, therefore, is considerable, he having to deposit security for the fulfilment of his contract in amount generally of one month's wages or value of labour for that period.

Mr. J. L. Schwabach, the British Cousul-General at Berlin, in a letter to Sir E. Malet states that he has obtained the following information from authentic sources :—

> The so-called "concessionaire" hires a room, either within the prison walls or without, in which he places his machinery or plant. He then obtains permission from the Governor of the prison to employ certain prisoners in the manufacture of cotton goods,† his object being to obtain labour as cheaply as possible, and that of the Governor to obtain comparatively remunerative employment for the prisoners.
>
> When the permission is granted, a contract is made between the Governor and the concessionaire with regard to the wages to be paid, and with this contract the functions of the authorities cease.
>
> If these concessionaires afterwards stamp their goods with the names of Manchester firms they are undoubtedly committing a fraud, and, should this come to the knowledge of the authorities, the perpetrators would undoubtedly be prosecuted and punished for infringing the law.
>
> If any private person should detect a concessionaire in such a fraud, he is at liberty to bring the action against such perpetrator, who, if found guilty, would decidedly be punished.

The concluding sentences of the above statement would seem to point to the idea that the German authorities take steps to prevent any abuses of their prison-labour system, but is this view born out in actual fact? Emphatically, no!—for over and over again have instances occurred of prison-made goods finding their way over here bearing the name of some well-known English house. That this supposed supervision of the future of the goods is in some cases only nominal and in the other cases entirely non-existent is aptly proved by the following quotation from a memorandum received from the Bavarian Minister for Foreign Affairs :—

> As regards the amount available for exportation from Germany, and the nature of the commodities so available, nothing of a definite nature is known, for the commodities which remain over are delivered by the Prison Administration solely to German contractors, who, having no restraint whatever placed upon them, are at liberty to export the articles in any way they please.

If this, then, is the fate of the prison-made goods of the district of Bavaria, which contains an average number of over 6,200 prisoners actually engaged in industrial occupations, it is small wonder that the "liberty to export the articles in any way they please" is interpreted by the German contractors in its widest sense, and that the goods,

*The "Hardwareman."

† This was directed more especially in reply to a letter addressed to the Foreign Office by the London correspondent of a Manchester paper, who, upon the faith of the exposures made by our Special Commissioner, had written to ask if cotton goods made in German prisons were exported stamped with the names of Manchester firms.

when they are paraded before the bargain-loving British public, bear small exterior testimony as to the place of their birth. As a further confirmation of the ease with which prison rubbish edges its way into the path of honest trade, we take the following excerpts from a communication on the subject of prison-labour in Prussia, received by the Earl of Kimberley from the British Ambassador at Berlin. Following a detailed list of returns, the report goes on to say :—

> The above figures show that the number of 16,899 prisoners are employed in prison-labour. Of these 221 were engaged in tailoring and shoemaking work for the prison officials, and 697 in executing orders received from the Imperial authorities. The remainder, therefore, amounting to 15,981, represents the daily average of Prussian prisoners employed for wages whose work reaches the outside market.

And, as regards the subject of the destination of the products of prison-labour, we read that :—

> There is no clue whatever to the destination of the product of "Contract" labour in Prussian prisons, seeing that the State exercises no control beyond requiring that the contractor shall not, in certain cases, sell within a 10-kilom. radius of the prison of origin. The "Contract" system, which has been explained above, is enforced throughout Prussia, including the Rhenish Provinces and Westphalia.
>
> In other States of the Empire different systems are enforced; for example :—
>
> 1. A State labour system, known as the "Regie," by which all work is executed in the prison under prison management alone, on account of, and under the direction of the State, which supplies all raw materials, tools, machinery, &c., accepts all risks and responsibilities, and either sells in the open market, or manufactures according to the order of merchants or consumers. This system is confined to Bavaria, Baden, and Bremen.
>
> 2. A mixture of the "Contract" and the "State" systems, known as the "Accord" system. In this the whole management and control of the work are retained in the hands of the State, but the contractor, who takes the finished goods at a price fixed upon with the State, supplies the raw materials. In force in Baden and Bavaria.
>
> In those parts of Germany where the "Regie" is enforced, it appears, Mr. Mulvany states, to be quite out of the range of probability that the State exports, but the small merchants who buy may, or may not, export eventually. By this system the German Government has no means of knowing what becomes of goods when once the sale has been effected.

Afterseeing the above authoritative statements we may well ask where the German Government finds its pretext for professing its endeavours to prevent the prison goods from interfering with the dealings of private manufacturers. On the contrary, we are forced into the belief that the concessionaire sweaters have the fullest freedom and encouragement in despatching their shoddy lines on the errand of commercial destruction.

The only denial by implication of any statement appearing in our Commissioner's Report occurs in Mr. Tower's Report from the Berlin Embassy, referred to elsewhere in this article. He says :—

> As regards certain statements in the *Hardwareman* on the 3rd March, 1894 (copy of which is in the hands of the Ministry of the Interior), the official who granted the interview declares that it is an error to say that no one can inspect the prisons without using underhand means. As a rule, any respectable person is permitted to view the establishments.

We have no desire to press a matter of this nature, but we would point out that our Commissioner only spoke of the difficulty of obtaining access, and did not say that "underhand means" were required. But we should like to see a representative of a British trade journal try to get access to a German prison now !

The very low wage for which the average German workman is content to work is fairly well-known in this country, but we wonder how many know the paltry sums for which German prisoners are *forced* to work. There is a singular dearth of information on this point in the report, but a few figures are given which will not be without interest, and we venture to think they may be specially welcome to those who have cherished the idea that prison manufactures were the results of free labour, and that their astonishingly low prices have been due to the proverbial frugality of the Continental artisan. We take the following figures from an official letter relating to the gaols of Saxony, where the mean number of actively employed prisoners amounts to 4,587.

> The entire wage total under the various headings is £27,500. The mean cost of the labour days is set at a little over 8d. As regards the question of prison labour *versus* free, it is worth noting, I may observe, that this average 8d. happens to be the charge for contract cigar work, whereas the wage of a free maker of the article is from 3s. to 4s. per diem. Weavers are set down in the Returns at 6d.; the market rate is about 2s. 6d. per day.

A perusal of the above statement at once reveals the fact that the concessionaire, by employing convicts in the place of honest workers, effects a saving of at least 80 per cent. in his wages bill. Just ask yourself to what pitch of frugality a British workman would have to go to withstand a reduction of four-fifths of his wages. Fancy a man keeping himself, his wife, and his family on seven shillings a week ! The flights of fancy are hardly equal to such an absurdity, and the frugality argument must be cast aside and the question looked at in its other and more serious aspect.

And now a few words as to why all this rubbish finds its way to the English market. Is it that the quantities made are so large that the home requirements are exceeded and that the German merchants are forced to seek outlets ? It is true that the merchants are forced to seek other markets but it is not because of the quantity of the supplies. It is solely because the German retailers unanimously denounced the system of hiring out convict-labour, and they will not, on any account, trade in the products. Note the following official statements :—

> The entire system of prison-labour is the object of chronic denunciations in the Saxon Legislature, in the Chambers of Commerce, in the press, and otherwise, as constituting an illegitimate interference by the State with private industrial enterprise.

And again :—

> Much opposition has, from time to time, and still is, being made in Germany against the employment of prison-labour being thus applied to reproductive work on the ground that it is an unfair competition with the trades and industries of private parties and companies. It is chiefly the smaller working tradespeople who raise objections to the effect that the contractor or the State is enabled, by cheap labour, to undersell in the market.

It certainly does seem incredible that people in this country who have average thinking powers should allow themselves to be exploited at the expense of their own pockets and to the ruination of their own industries in order to support an iniquitous system of German prison sweating. We could understand their submission to this state of things under their former condition of ignorance, but now that the veil has been torn aside and the scandal stands exposed, it is the duty of every British subject to help to stamp the evil out.

The most effectual method of achieving the desired end is happily a simple one. We have but to follow the example of our American neighbours in passing an Act to entirely prohibit the importation, under any circumstances whatever, of goods made by foreign convict-labour and the evil will quickly be a thing of the past. As our readers will remember, Colonel Howard Vincent introduced a Bill to this effect in the last Session of Parliament, but in vain sought from the Government an opportunity for its consideration. It is distinctly necessary that his action should be supported. In bringing the matter before the retail hardwaremen of this country, we are appealing to a class who are largely concerned in the suppression of this unfair competition. It is the obvious duty of each of our readers to bring the importance of the matter before the notice of his local Parliamentary representative, and urge him to support Colonel Howard Vincent's simple and unambiguous Bill at the next Session of Parliament.

THE AFFAIRS OF MR. W. ROTHWELL.

At the Bolton Bankruptcy Court on the 14th ult., before the Deputy Registrar, the first examination was held of William Rothwell, hosiery manufacturer and knitting and sewing-machine dealer.—Mr. Dixon, of Manchester, appeared for the debtor, and Mr. Addleshaw represented the creditors.

At the outset Mr. Dixon said it was intended to appeal against the receiving order and adjudication which had been made, and notice of such appeal had been served upon the solicitor for the petitioning creditors. Pending the appeal, he applied for an adjournment of the examination to a day to be agreed upon. He might add that Mr. Rothwell courted the fullest investigation, having nothing to fear from the searching examination which the Court afforded. Mr. Rothwell had invested in the Rothwell Hosiery Company and William Rothwell & Co. upwards of £80,000, and instead of receiving his dividends, interests, and commissions in cash he had from time to time taken up fresh share capital in the companies with the same, so that his "all" was involved in the two companies, and no one had a greater interest in the re-organisation of the concern than Mr. Rothwell.

In answer to the Official Receiver, Mr. Rothwell said that he commenced business in 1872 as a sewing machine agent and dealer, having been previously engaged as an operative cotton spinner. Subsequently he took a shop in Market Street, where he carried on a hosiery business.

Did you afterwards take a warehouse in Carlton Street ?—I took it on behalf of the company.

Then you had floated the company ?—It was arranged to be floated.

Did you afterwards float the Rothwell Hosiery Company ?—Yes.

Was that about the year 1886 ?—Yes.

Was that company for the manufacture of hosiery goods ?—Yes.

And not for the sale of knitting machines ?—No, the knitting machine business was kept separate.

Was the capital £10,000 ?—Yes.

Can you tell us how many shares you had of your own in that company ?—I cannot remember, but I took up the bulk of the capital.

Did you have the nine-tenths of the capital ?—I should think I had.

Was the capital increased in about two years ?—Yes.

Was it ultimately increased to £100,000 ?—Yes.

About the year 1888 did you take the Victoria Mills in Bridgman Street ?—It was later than that, I think.

But you eventually acquired the Victoria Mills ?—Yes.

Did you then increase the capital to £200,000 ?—Yes.

And it was also determined to raise money by debentures ?—Yes.

In answer to further questions Mr. Rothwell said that his share in the company would be nearly two-thirds of the whole capital, and he now held shares to the value of over £70,000. He had deposited with the Union Bank of Manchester 4,180 shares, and their value had been assessed at £5 each. Besides that, he had 362 and 3,086 shares in the same company.

Where is the scrip for those shares ?—I have never taken them away from the company.

Have they been issued ?—Yes, and the shares will be in the books.

Do the company hold the scrip ?—Yes, I have not claimed them They are in the books.

Have they been signed ?—Must have been.

Replying to other questions, Mr. Rothwell said that he retained a portion of the Victoria Mills, and floated another company named "Wm. Rothwell & Co., Limited," for the purpose of making knitting machines. That business had been carried on for the last five or six years, and he held two-thirds of the capital. The object of that company was to make machines not for the Rothwell Hosiery Company alone, but for the general trade. According to his statement of affairs he was liable to the Union Bank of Manchester for £38,000, but he must explain that it was for the Rothwell Hosiery Company as well as himself. What he said was that he had, on behalf of the Rothwell Hosiery Company, deposited with his bankers the deeds of the Victoria Mills, and his shares in the Rothwell Hosiery Company and shares in William Rothwell & Co. According to his statement of affairs his bankers were well secured. The value of the shares in the Rothwell Hosiery Company were not assessed at £5 by himself, but by the

liquidators after taking stock. The £10,000 put down as his interest in the Victoria Mills was his own estimate.

According to your statement of affairs you make out that you have a surplus of £18,000 or £19,000?—Yes, about £19,000.

And do you really believe that you are solvent to-day?—Yes, I do.

Notwithstanding the fact that creditors with whom you have deposited scrip have valued it at half your value?—That is so. I consider I am solvent to the extent of £19,000.

The Official Receiver said he did not propose to go any further that day, and by agreement the examination was adjourned to January 24th.

At the adjourned hearing Mr. Dickson explained at the outset that Mr. Rothwell had abandoned the appeal against the adjudication in bankruptcy, on the ground that it would result in most expensive litigation. He was advised that the appeal would probably have been successful, but, having abandoned it, he now courted the fullest investigation into all Mr. Rothwell's transactions, and his conduct during a long commercial career.

The bankrupt was examined by Mr. Addleshaw at some length as to a couple of policies of insurance on his life. One was taken out in his wife's name, and the other was transferred to her, and both policies were in his wife's custody at Hollywood. The policies were for £1,000 and £2,000, and he paid the premiums.

Why were the policies handed over to Messrs. Spencer and Piggott, accountants, of Manchester?—Messrs. Spencer and Piggott provided Mrs. Rothwell with money to buy the stock of the shop.

Have you transferred any other property to your wife?—Not a cent. No patents?—No.

You have represented to the Official Receiver that you are solvent and have a large surplus. I find your assets are almost entirely shares in the William Rothwell Company, Limited, and the Rothwell Hosiery Company?—Yes.

And your insolvency depends on the value of the shares?—Yes.

How have you arrived at the value of the shares in William Rothwell and Company, Limited?—We have paid an average of 9 per cent. and they are worth par.

What have been the net profits during the period under notice?—Sufficient to pay 9 per cent., create a reserve fund of £1,500, and carry forward £700 or £800.

When you transferred to the company, they paid you a good sum for the goodwill and for the agencies?—For the patent they paid a large sum, but for the agency and goodwill of the business there was only a nominal sum of £5.

They paid you altogether £17,000?—Yes, the bulk of it in shares.

Mr. Addleshaw next sought to show that if the company lost the agency of Messrs. Scyphert & Donner, of Germany, the shares would be considerably decreased in value, and the debtor was bound to admit that this was so.

The payment of £17,000 included the agency?—Yes.

Does the company now retain that important agency?—The debtor said he believed they did not, and, closely questioned, he eventually admitted that his wife was now the agent of the firm, but he added that he did not know the position of the company with the firm. He went on to say, in reply to further questions, that he arranged for the transfer of the agency to his wife. He went over to Germany, and arranged the transfer to his wife.

The fact is that before you filed your statement of affairs the agency of Scyphert & Donner had been transferred from the company to your wife?—I will not say it had been transferred from the company. For the moment Mrs. Rothwell represents Scyphert & Donner, but no agreement exists.

You knew of that when you filed the statement of affairs?—Yes.

Practically the most valuable part of the business has gone from the company?—I cannot say it has gone.

Did you tell Mr. Crewdson that this agency was the only profitable part of the business?—No; I said it was the most profitable part of the business.

And the most profitable part of the business having gone, are the shares of the value you stated?—If the company goes on and acts sensibly the shares are worth what I put down.

As manager of the firm did you receive a salary?—For six and a half years I have worked for the company and received no salary; neither have I been paid as director.

You were the principal shareholder and managed the business?—Unfortunately the others were too lazy to attend. Indeed, I could not get directors, and the shareholders were so content with their dividend that I had to send out to get a quorum to transact business at the annual meetings.

Mr. Addleshaw next elicited that the debtor had obtained accommodation bills for £3,000 or £4,000 in the name of the Rothwell Hosiery Company. One company helped the other, but in this case the company received no consideration for the bills.

For four years you have used these accommodation bills and never disclosed the fact to the directors or shareholders?—The shareholders were so satisfied that they would not come near. As long as they received their dividends they were content. Several of the shareholders were pressed to become directors, but they would not. They said, "Oh, Rothwell, you manage it; you understand the job; we will leave it with you."

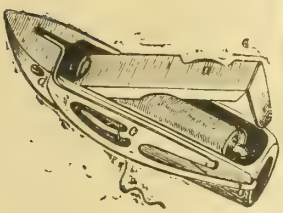
Mr. Addleshaw: I think they were foolish.

Mr. Rothwell. I think so, too.

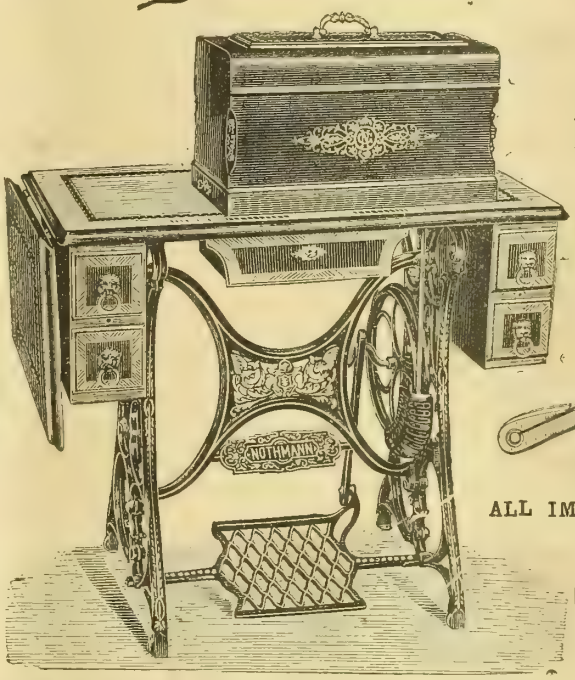
Replying to further questions by Mr. Addleshaw, the debtor said the travelling expenses shown in the cash book under date of the 21st November last were for a previous visit to Germany, and he would not have charged the company then had he not been hard up and in want of money. The receipt he gave would show what the money was for

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THE Hire Traders' Protection Association.

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WHEREBY THE LIABILITY OF MEMBERS IS STRICTLY LIMITED.

Constitution and Objects.

This Association is a combination of dealers in articles sold on the Easy Payment and Hire System, and, according to its Rules, its objects are "the protection and furtherance of the interest of persons trading on what is known as the Hire Purchase System, and to ensure for hirers fair and honourable treatment."

It is purely a co-operation of traders aiming at raising the tone of the Hire System and the assistance of hire traders in cases of difficulty, for which purpose it retains one of the best legal authorities, Mr. H. E. Tudor, whose fees are fixed at one-half (or less) the usual solicitor's charges.

Subscriptions.

The annual subscription is one guinea for town members, and half-guinea for country members, commencing any date.

Advantages.

The Association supply, firstly, a legal form of hiring agreement, which it considers fair between owner and hirer. Should this agreement be broken by the hirer, Mr. Tudor, the solicitor to the Association, will write the hirer at the member's request, at a charge of 6d. Should the goods be pledged, he will write the pawnbroker stating the owner's title to the goods, and endeavour to get them returned; the same remarks apply to landlords, carriers, or other persons in wrongful possession. Mr. Tudor can be consulted at certain times (see Rules) free of charge, and at all times will give written advice on legal difficulties at a charge of 1s. in ordinary cases. Should members desire to conduct their own cases, the solicitor's charge for drawing up the brief is 3s. 6d.

Country Members.

In order that country members shall not be at a disadvantage, Mr. Tudor has drawn up a series of forms which, when filled in, will render a personal consultation unnecessary.

Branch Associations will be formed wherever sufficient support is forthcoming from local traders.

This Association has already done much useful work. A large number of defaulting hirers have resumed their payments, and goods to a considerable value have been recovered from pawnbrokers and others in wrongful possession. The Association aims at using its influence in such a manner as will reduce litigation as much as possible, but its solicitor has undertaken numerous actions, principally against landlords, and with unusual success, due largely to the unparalleled experience of its legal staff.

The Committee therefore invite all firms doing an Easy Payment or Hire Trade to join this Association.

For further particulars apply to the Secretary,

SAMUEL JAMES SEWELL,

28, 29, & 30, *Paternoster Row. London, E.C.*

He had made repeated journeys for the companies and never charged them a single penny.

Answering further questions, Mr. Rothwell said he went to America in May of 1893 for the purpose mainly of trying to sell some patents for Messrs. Scyphert & Donner. His arrangement with these people was that he should receive a commission if he sold the patents. He had a written agreement, but he did not know where it was. He was in America for thirteen weeks, and paid his own expenses.

I don't want to make any mistake about it. Did you charge William Rothwell & Co. £500 as expenses for your journey to America?—No, it was for profits on a transaction in machinery. He added that this sum was not charged until he had seen that the agency had been a success. As a matter of fact it had made the company about £1,000 since.

The debtor was then questioned about an American agency which had been held by William Rothwell & Co. The name of the firm was Scott & Williams, and he admitted that there had been some negotiations between them with regard to the agency, but that was not done until he learned that Messrs. Scott & Williams had refused to have anything to do with William Rothwell & Co. The loss of that agency, with the other, would certainly reduce the value of the shares in William Rothwell & Co.

Mr. Rothwell, replying to further questions, said he had no shares in any other company. He never wanted to have any shares in any company but that of the Rothwell Hosiery Company and William Rothwell & Co.

The examination was again adjourned.

PNEUMATIC PRAM SPRINGS.

We have received from Messrs. Rothschild & Baker, perambulator manufacturers, of St. Paul's Square, Birmingham, a copy of their new catalogue. It consists of some forty pages of fine, well-calendered paper, bound in a stiff cover, the size of the sheets being 11 in. by 8½ in. We defer until next month a full review of the firm's carriages. Suffice it to say that one of their specialities is Baker's patent pneumatic spring. This invention embodies quite a new departure, air bags fitted with Dunlop valves being posed between the body and the under-carriage, in order that the body may be supported on air. We are not at present able to say how the carriage rides, but Mr. Baker's idea strikes us as at once novel and useful.

We must congratulate Messrs. Rothschild & Baker on the excellence of their catalogue, which is one of the very finest ever issued in the perambulator trade. We refer not only to the illustrations, several of which are in colour, but also to the details which accompany the same.

Notice.

In the High Court of Justice,
Chancery Division,
Mr. Justice Chitty.

THE AUTOMATIC KNITTING MACHINE COMPANY, LIMITED, v. W. MORRIS & CO., BRADFORD.

By Injunction this day granted, the defendants, their servants, or agents were restrained from infringement of the Letters Patent, No. 16,483, of 1889, for inventions in Knitting Machines, which Letters Patent are the property of the Plaintiff Company, and the defendants were ordered to pay the Plaintiff Company the sum of £50 by way of liquidated damages and their costs of action.

SWEPSTONE & STONE,
31, Great St. Helens, E.C.
Plaintiffs' Solicitors.

8th December, 1894.

SPECIAL NOTICE
TO
PERAMBULATOR MANUFACTURERS.

On MARCH 1st will be published the ANNUAL SUPPLEMENT to this Journal, "THE BUYERS' GUIDE TO THE NEW SEASON'S DESIGNS IN CHILDREN'S CARRIAGES." Applications for Advertisements should be made at once, as space is limited.

SEWELL & CO., 28, PATERNOSTER ROW, E.C.

OUR TRADE DIRECTORY.

SEWING MACHINES AND ACCESSORIES.

Machines à Coudre.

Baer & Rempel, Bielefeld, the Phœnix.
Bradbury & Co., Ltd., Wellington Works, Oldham, and branches.
Bradbury, C., 249A, High Holborn, London, W.C., Grimme, Natalis, & Co.'s machines.
Branston Two-reel Sewing Machine Co., 59, Holborn Viaduct, E.C., the Branston Two-reel machine.
Bishop's Cluster Co., 147, Aldersgate Street, London, E.C., the Gloria machine and others.
Eclipse Machine Co, Oldham, Lancs., the Eclipse machine.
Jones Sewing Machine Co., Ltd., Guide Bridge, Jones' machines.
Kimball & Morton, Ltd., Bothwell Circus, Glasgow, the Lion machine and others.
Lohmann, C., Aldersgate Street, London, E.C., the Electra machine and others.
Murdoch, J. G. & Co., Ltd., 91, Farringdon Road, London, E.C., various machines.
National Sewing Machine Co., Fetter Lane, E.C., the National machine.
Nothmann, Gebr., Berlin. Agent: E. Rausnitz, 184, Aldersgate Street, E.C., the Nothmann.
Patent Button Hole Machine Co., 4, Newgate Street, London, E.C.
Pfaff, G. M. Agent: Wilhelm & Co., 132, Wool Exchange, London, the Pfaff.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C., the high arm Naumann machines and others.
Singer Manufacturing Co., 39, Foster Lane, London, and branches.
Gordon & Gotch, 15, Bride Street, London, E.C., the Domestic.
Two-reel Sewing Machine Co., Lim., Albion Street, Birmingham, Daniel Jones' Patent Two-reel machine.
Varley & Wolfenden, Keighley, Yorks, the Cyclops machine.
Vertical Feed Co., 24, Aldersgate Street, London, E.C., the Vertical Feed Machine.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.
White Sewing Machine Co., 48, Holborn Viaduct, E.C., the White machine.
Wheeler & Wilson Co., Paul Street, E.C., the Wheeler and Wilson machine.
Webster, H., 442 & 444, Harrow Road, London, W., the New Home machine.
Zschwinzscher, G., 34, Aldermanbury, E.C., Biesolt & Locke's machines.

MUSICAL INSTRUMENTS.

Bell, W. and Co., Holborn Viaduct, London, E.C.
Grover and Wood, 62, Glengall Road, London, S.E.
Lohmann, C., address given above.
Murdoch, J. G. and Co., Ltd. (automatic, etc.), do.
Peters and Co., do. 84, Oxford Street, London, W.
Whight, G. and Co., Regent Street.

KNITTING MACHINES.

Machines à Tricoter.

Biernatzki and Co., 44, Mansfield Road, Nottingham.
Eclipse Machine Co., Oldham.
Harrison Knitting Machine Co., Manchester.
Rothwell & Co., Lim., Bolton.
Stibbe, G., 25, Jamaica Street, Glasgow.

BEDSTEADS.

Atlas Bedstead Co., Bilston, Staffs.

WASHING AND WRINGING MACHINES.

Machines à Laver.

Acme Machine Co., Henrietta Street, Glasgow, rubber wringers.
American Wringer Co., 122, Southwark Street London, S.E. rubber wringers.
Cherry Tree Machine Co., Cherry Tree, Lancs., washers and mangles,
Entwisle & Kenyon, Accrington.
Kimball & Morton, Bothwell Circus, Glasgow, rubber wringers.
Taylor & Wilson, Atlas Works, Accrington.

BICYCLES.

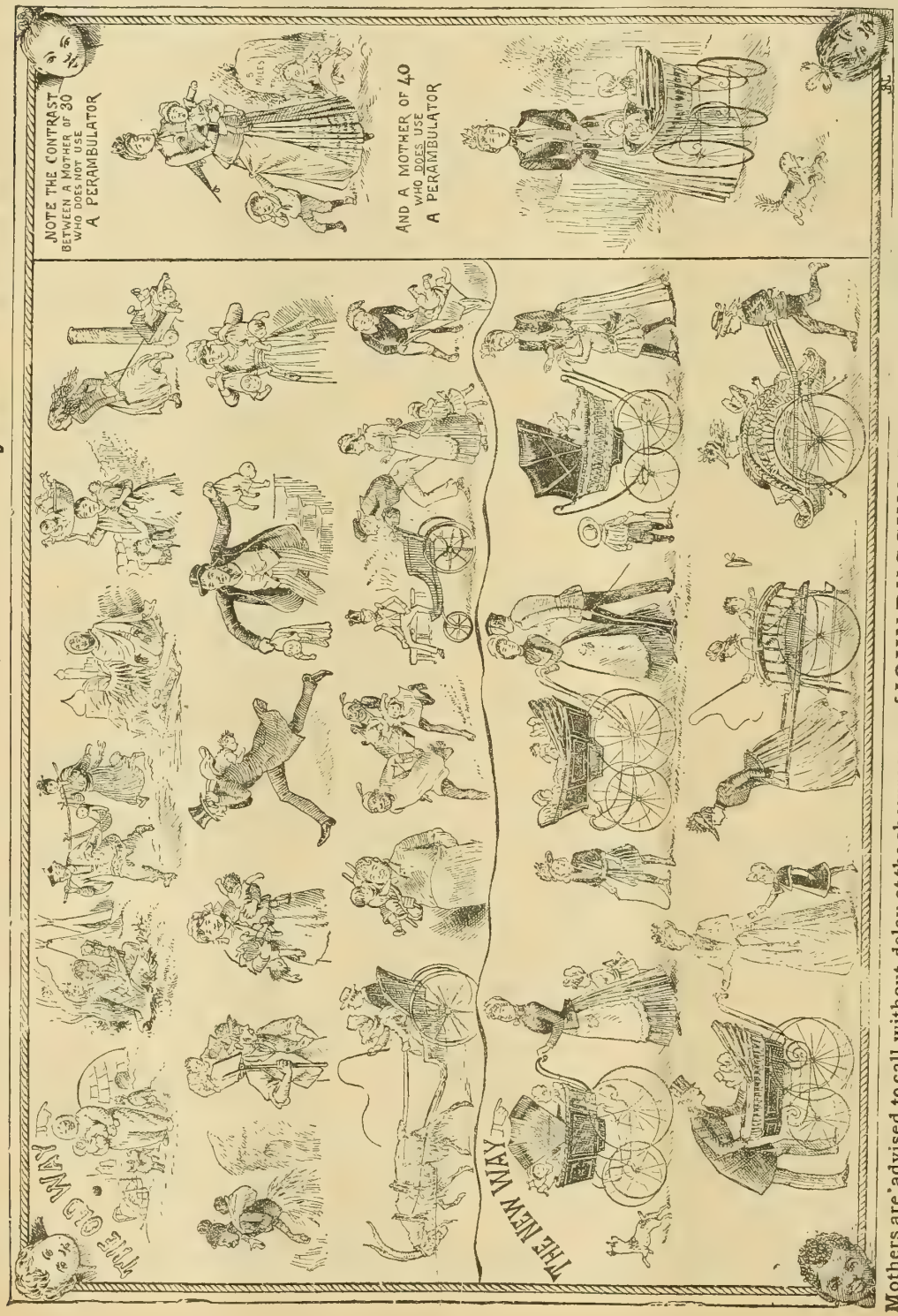
Eclipse Machine Co., Oldham.
Oxford Cycle Co., Oxford.
St. George's Cycle Co. Upper Street, London, N.
Roberts, H. S., Deanshanger, Stony Stratford, Bucks.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C.
Victoria Manufacturing Co., 78, Hanover Street, Glasgow.

Effective Advertising.

"Baby's Ta-Ta" Circulars.

We are open to supply Pictorial Circulars to any Dealer, printing his name and address on same, at the following rates for cash; **1,000 7/6**; **3,000, 6/-** per **1,000**; and **10,000, 4/9** per **1,000.** We also publish a Pictorial Circular relating to Sewing Machines at the same rates

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BABY'S TA-TA," *Old Style and New.*

Mothers are advised to call without delay at the showrooms of **JOHN BUGGINS, 15, EBENEZER ST., SOCUM,** where they can inspect a choice collection of Children's Carriages & Mail Carts, at moderate prices for cash, or on easy terms of payments.

BEWARE OF MISREPRESENTATION.

It is wrongfully stated that

SINGER'S NEW SEWING MACHINE

Which executes such beautiful Art Work, is not suitable for Plain Sewing also.

THIS IS A MISLEADING AND UNTRUTHFUL STATEMENT.

THE SAME MACHINE

DOES BOTH

PLAIN SEWING & ART WORK

To the most complete satisfaction of the user.

IN NOVEMBER ALONE! IN THIS COUNTRY ALONE!

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SEWING MACHINES OF VARIOUS MAKERS WERE EXCHANGED BY

SINGER'S

FOR THEIR

NEW SEWING MACHINE;

Or at the rate of MORE THAN 40,000 PER YEAR.

COMMENT IS NEEDLESS.

You, also, can have your Old Machine Exchanged,
and an Allowance made of from **10s.** to **20s.**

The Singer Manufacturing Co.

City Show Room:—**147, CHEAPSIDE, E.C.**

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BELL AMERICAN ORGANS,

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TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

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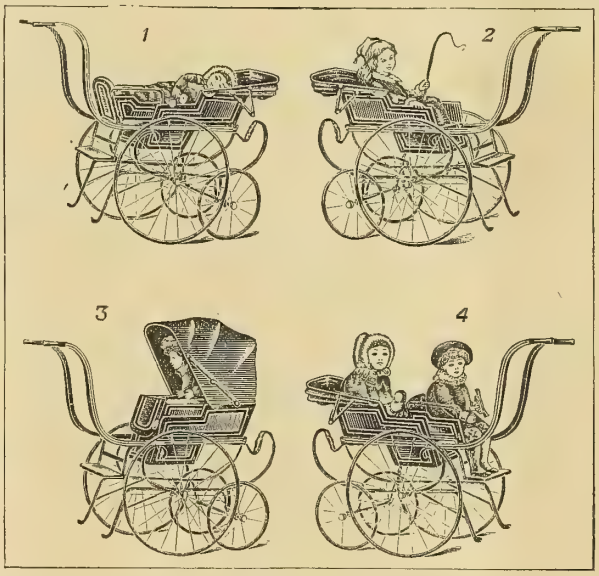
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Greatest Triumph in Baby Coachbuilding.

Patent Combination BABY CARRIAGE AND MAIL CART.

Convertible to 4 Positions.

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No Dealer or Home should be without one

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CANOPIES! CANOPIES! CANOPIES!

SPECIAL SUMMER OFFER.

BRASS and IRON CANOPY FRAMES

For Mail Carts and Bassinettes.

PLAIN AND FANCY CANOPY COVERS

In a Variety of Patterns.

W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

The Largest Makers in the World of Perambulator Fittings.

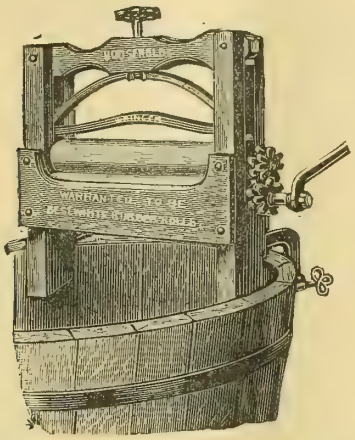
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

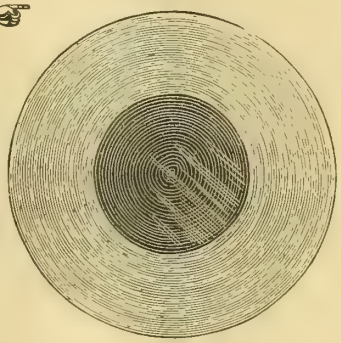
The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞

This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle. We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.



ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

LAMB KNITTING MACHINE.

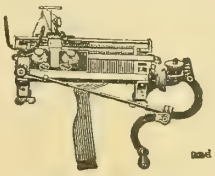
The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,

44, MANSFIELD ROAD, NOTTINGHAM.

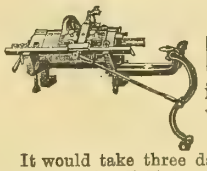


NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post.

TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 43, Upper Brook St., Manchester.



The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything, in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

During the past two months the various ironmongery journals have been advising the ironmongers to go thoroughly into the cycle trade. The *Hardwareman* has waxed very enthusiastic over the proposal, and in a recent number, after first seeking the views of the trade, it writes as follows :—

We are more than ever convinced by the result that the line we have taken, in urging ironmongers not to sacrifice a branch of business which holds out such promise of permanent and profitable trade, is the right course, and that we should be derelict in duty if we did not urge it persistently. Let us take one of the replies we have received as a sample, a fair sample, of nearly all. It comes from an ironmonger in Manchester who first took up the line about four years ago. He tells us his cycle trade has nearly doubled itself each year, that he has found it very profitable, that it has helped his other departments wonderfully, that he thinks he has the best trade in cycle accessories out of London, and is doing a profitable business in cycle repairs, which he regards as an indispensable adjunct. Another ironmonger, writing from Ireland, tells us that in 1889 his turnover in cycles was about £3,000, and he expects to double that next year, that of course he finds it profitable and a help to his other departments, and that cycle repairs "pay splendidly."

* * *

Considering that already there are not less than 6,000 cycle dealers in the United Kingdom, it would really seem that there is not much room for the ironmonger—or rather for more ironmongers—as a large number already sell these machines. Experience has shown that such articles as sewing machines and cycles can be more satisfactorily dealt with as distinct lines of trade rather than sold as adjuncts to a drapery or ironmongery business. The ironmonger has, of course, the advantage of an all the year round trade, therein surpassing the dealer who only sells cycles. Our contemporary aforesaid has been interviewing Mr. Hobart Birdon this subject, who in answer to the question as to the lines on which the business should be commenced, made the following reply :—

I should say that to ensure a big success he ought to make up his mind to devote some time and thought to the branch. He should stock at least six machines, say two or three best make and three or four medium grade. The medium grade will probably be as good and reliable, and run as well as the best make, while the price will be £2 or £3 lower. This difference being shown solely in a little extra "finish"—the "name" attached to the classical makes enabling an extra £2 to be asked on a machine. Then, furthermore, he should decline absolutely to deal in the so-called "cheap," but really very

dear, machines. I have personally come across many ironmongers who began by handling these low grade machines. They invariably lost money, and got a bad name, were pestered with having the machines constantly on hand for repairs, and finally have given cycles up in disgust as a failure without really giving the trade a fair trial. My own advice would be also to abstain from dealing in cycles on the "hire purchase" or deferred payment system. It is usually a losing thing unless a very substantial deposit is obtained. To push and develop the trade—advertise your cycle agency well in the local papers; post plenty of wall bills about the town and district, the manufacturer will supply them gratis. Take an active interest in local cycle clubs, and induce your assistants to join the clubs, and *club runs* when convenient. Pay careful attention to repairs, and advertise that you will do so. It is profitable, continues almost all the year, and brings potential buyers of cycles to your shop. These are the chief points that occur to me at the moment. If I had time I could no doubt elaborate upon them, but this I will say, that if any ironmonger would take up the trade on these general lines he would have no difficulty in finding makers of first-class machines who would back him up, and he would be certain to make a success of it, if the surrounding conditions were in any wise favourable."

In the meantime the Cycle Agents' Union are trying to keep the trade out of the hands of the ironmongers. Further, the manufacturers are very dissatisfied with the bulk of the present dealers, and here we have Mr. W. Newton, of the Elswick Company, writing to the *Cyclist* as follows:—

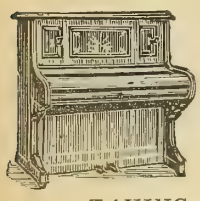
Re the large number of recent failures in the cycle trade. Although we have been obliged in some cases to submit to accept a composition as being the best way out of a bad job, yet we are firmly of the opinion that it is high time there was an association (amongst the manufacturers) specially devoted to attending to cases of cycle agents, as it is very evident that these cases of composition are becoming very popular, and seem very likely to end most disastrously for people who have capital invested in the trade. We believe there is an association of manufacturers in the cycle trade in Coventry, and some similar association for the protection of the trade interests in Birmingham, but we are not quite aware whether they specially take this sort of thing in hand. We think it high time for the manufacturers to combine, and have a special department set apart, so that *all accounts owing by the debtor to the cycle manufacturers* could be sent into this department, and the estate wound up thoroughly and properly, so as not to allow these compositions to become more popular than they are. If there is an association for the protection of manufacturers in vogue, which has a department specially set apart for this purpose, it would not be a bad idea for them to circularise all manufacturers of cycles, to see if some combination for stopping this pernicious system of composition could be adopted and worked.

We seem to be nearing an epidemic of self-propelled cycles. A German, named Wolfmuller, has patented a petroleum bicycle, which is now being made in France. An Englishman, who has an interest in the concern, describes the invention as follows :—

"It took a great deal of explanation to convince the many questioners I had that no mechanical experience at all was required, and that all one had to do was to light the lamp, sit astride the machine, open the valve by means of the lever on the handle-bar, and after pressing slightly downwards, take a few strides with one's weight always on the saddle, and with the result that at the fourth or fifth stride the motor commences to take its explosions, and therefrom everything is plain sailing. I might here say that these explosions should be regular, and if they should not be so, which can easily be determined by the jerking feeling, the next proceeding is to turn the coned button on the lever, so that more gas will be admitted. Half a turn at a time must be made, so as to give a moment for the increased quantity of gas to take effect; and then, if you are running too quickly, all that is necessary to do is to reverse the action on the coned button, and the speed decreases."

An American is also to the fore with a motor cycle, which is said to work with ether gas, the additional weight of the machine being but 2 lb.

A Mr. Doig has patented a new tyre, the basis of which is a specially prepared cane, suspended from the rim in such a manner as to give all the resiliency of an air-tyre without any of its risks.



Section

TAXING PIANOS IN GERMANY.

The Prussian Government recently proposed to impose a tax on pianos, the money to go to the local authorities in order to lessen the rates. The idea strikes us as absurd in the extreme, and a trade correspondent writes thus of the proposal:—

"A severe crisis has come to the German piano-making industry. The trade with German pianos in the world's market has suffered much, owing to a general depression of trade, high customs' duties, political unrest in Transatlantic countries, &c. The different commercial treaties have been of no benefit to the German piano industry. In some instances they have done decided harm, and the hopes to obtain a market through the German-Russian commercial treaty have not been realised as yet. With all this, the price for the instruments had to come down, as a result of unfair competition at home. The price of material used in the construction of pianos has steadily increased, to which must be added the Government taxes, which are a great burden to the manufacturer. The many failures which occurred in the past year in the piano trade are a proof of the general distress. While for these reasons the manufacturers' profit was lessened, and the sales in foreign countries slower, the projected piano tax in Prussia threatens to become the heaviest blow the German piano industry has yet received. Should this tax become a law in all the communities, the last prop, the home market, would be taken from the piano industry. Aside from these considerations, the piano tax cannot be justified on the ground that the instrument is a luxury, as it is a matter concerning the few intellectual joys in life. It touches mostly those whose shoulders are not able to carry the burden. During the past ten years the sales of pianos were mostly of middle and low grade—value 400 to 650 marks—to persons of the middle classes, on instalment payments. Then there are the great mass of old, second-hand instruments, worth from 30 to 100 marks, and all these are to pay the same tax. The greatest injustice would be to tax those who use the piano as a means to gain a living, for instance, teachers, musicians, &c. It would be the same as taxing the tools of an artisan.

"As regards the income the communes would derive from this tax, this would decline with every year. Poor people would try to get rid of their pianos to escape the tax, which is in no proportion to its value. In this way an immense number of second-hand pianos would be thrown on the market. The German piano industry would under such circumstances meet with a great loss in lessening to a considerable extent the production. As the workman depends on his earnings, he would be a loser; so would the piano teachers suffer, as with a decline of sales there will necessarily be fewer pupils. Finally, great damage will be done the music publishing and selling trade, which is so highly developed in Germany, as piano music forms the principal part of it, and is bought by piano-playing *dilettanti*. The piano industry is of incalculable influence on German political economy. Germany's piano industry was represented at the beginning of this year (1894) by 425 factories, with about 16,000 workmen, 30 action factories, and 44 key-board factories. To these should be added 340 other firms who furnish special piano parts. It is especially to be taken into consideration that the decline of the piano manufacture will occasion the discharge of many workmen. The communes will be affected in consequence by a reduction in the industrial tax receipts. The unruly elements in the larger cities will become more numerous, and many persons will become a charge to the commune. Besides the manufacturers, there are also the piano dealers. There are in Germany at the present time over 800 piano shops, on which are dependent tuners, repairers, and other *employes*. Finally, there is an army of self-supporting small piano makers and tuners whose livelihood would be made precarious by the proposed tax. What the results would be of a piano tax in France was well understood there. The proposed taxation on pianos of 10 francs was rejected for this reason. In Germany, where this industry has a different bearing from that of France, a general adoption of the piano tax in all Prussian communes would not only do great damage to the industry employing thousands of workmen, but absolutely drive out of business innumerable small tradesmen."

Presentation to a Manager.—Recently the *employes* of Jones' Sewing Machine Company, Limited, Huddersfield depot, met at the Pack Horse Rooms, Huddersfield, as a farewell compliment to their manager, Mr. Thomas Gray, who was leaving Huddersfield to take over the larger responsibility of manager for the same company at Nottingham. A very substantial meal was provided to which ample justice was done, after which the cloth was removed, and Mr. Roberts (superintendent), in the name of all engaged, presented to Mr. Gray—in a very eulogistic speech—a handsome solid silver cigarette case, suitably engraved. Mr. Gray acknowledged the presentation in a feeling manner, remarking that the five and a half years he had spent as manager at Huddersfield he counted as probably the happiest years he had known while in the sewing machine business, and finally urged all present to co-operate with their new manager (Mr. Roberts) in the same unity of action, coupled with renewed diligence, persistency, and constancy, which alone would bring a satisfactory result to all concerned. The rest of the evening was spent in songs, recitations, &c., which finally closed at a late hour by the joining of hands and singing "For he's a jolly good fellow."

Anyone receiving a free copy of this issue is respectfully asked to take it as a courteous invitation to become a regular reader, either as a subscriber or by ordering the paper from his nearest newsagent, making use of the proper form provided on another page.

JOTTINGS

Messrs. H. Morrish & Co., domestic machinery dealers, Southampton, now trade as Morrish & Longman.

Mr. C. H. Peachey, sewing machine and cycle repairer, has removed from Stafford to 10, Stafford Street, Stone.

An old-established perambulator maker and dealer, Mr. Franzoni, has closed his premises in New Oxford Street, W.

We regret to have to record the sudden death of Mr. W. J. Whitworth, an old-established sewing machine dealer of Bury.

Mr. T. C. Grant, ironmonger and dealer in domestic machinery, of Queen's Road, Watford, has admitted Mr. J. T. Brown, of Kingston, Surrey, into partnership.

The rumour reaches us from several quarters that a new mangle factory will shortly be started in London by a well-known firm in the domestic machinery trade.

The numerous friends of Mr. George Perkins, the veteran sewing machine maker of Manchester, will be pleased to hear that the operation on his eye has been completely successful.

Mr. G. Zschwinzscher, the wholesale agent for Biesolt & Locke's sewing machines, has removed from Fenchurch Street to larger and more central premises, 34, Aldermanbury, E.C.

The new Branston Two-reel Sewing Machine Company now seems to be on a fair way to success. The factory in Leeds is now in thorough working order, and the first delivery of machines has already taken place.

Messrs. J. & A. M'Farlane, the Glasgow mangle manufacturers, have recently enlarged their premises. Last week one of the partners paid his annual visit to London, taking a stockroom at the Manchester Hotel as usual.

Mr. S. Gadd, after some twenty years in the service of the Singer Company, has started business on his own account at 146, Grange Road, Birkenhead, as a dealer in sewing and wringing machines, perambulators, bedsteads, and fancy goods. He also holds an agency for his old firm.

Any of our readers who sell or wish to sell steel travelling trunks should write to Messrs. John Gough & Co., of New Cross, Manchester. They have just compiled a new illustrated catalogue of these goods, of which an advance proof is now before us, and copies will be sent to dealers on application.

Messrs. Gebruder Nothmann, the well-known Berlin sewing machine manufacturers, have followed the lead of others in their trade by going in for cycle manufacture. Mr. Rausnitz, their London representative, has now on show at his warehouse, Aldersgate Street, several of the Nothmann cycles in addition to a large stock of sewing machines.

Mr. C. Howe, late superintendent of the Singer Company, Colchester district, in partnership with Mr. W. Peachey, another late *employe* of the Singer Company, has commenced business under the style of Peachey & Howe, at No. 5, King's Head Street, Harwich, where they will deal in perambulators, mail carts, mangles, wringers, sewing machines, cycles, musical instruments, &c., both for cash and on hire.

The third annual Furniture Exhibition is announced to be held from the 16th to the 22nd of April next, at the Royal Agricultural Hall, London. Judging from the hearty support accorded the two previous shows and the larger number of extra attractions announced, the management should have no doubt as to the ultimate success of the venture. The City offices are at 64, Finsbury Pavement, and the manager Mr. G. D. Smith.

Mr. George Chapman, who has been manager for two years at the Lincoln office of the Singer Manufacturing Company, has been removed to another position under the company. Mr. Chapman's old staff, wishing to show their appreciation of the help he had always rendered to them under all circumstances, and the advice given consistent with the interest of the company, recently presented him with a very handsome inkstand, accompanied with their best wishes for his future. Mr. Fulston made the presentation on behalf of the depot staff, and Mr. Chapman, who was taken by surprise, feelingly replied, thanking the men and wishing them success under his successor.

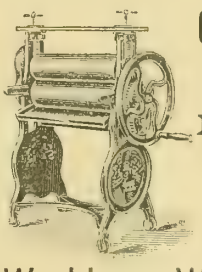
MECHANICAL & TECHNICAL

GOOD GLUE.

Before we proceed further we must consider the proper "making" of the glue. Of course some will say the glue is bought ready made; but this is far from the case, as the practical man very well knows. Before the glue is ready for use it must first be broken up into small pieces with the hammer, sufficient being broken to three-parts fill the inner pot; water is then added until full. The glue should then be allowed to stand for six or more hours, to soften. The outer pot must then have sufficient water placed in it to keep the glue from burning, as should this occur the whole mass will be spoilt. The glue-pot is then placed upon a fire—or gas-stove by preference—and "boiled up." After boiling some time a scum will form upon the surface, and the glue itself will boil. During the process of melting the glue must be frequently stirred with a stick until it is one uniform mass. Observe new glue—that is, when first broken up—must not only melt, but the glue itself must boil, or it will never be of any use; but after the first time it will only require melting, the glue being then "made." Good glue should be a nice dark orange colour; the dark glues should be avoided, being common stuff, whilst the very pale glues are only necessary for the cabinet-maker for fine work. Observe: glue by frequent boiling and keeping in the pot loses much of its strength, therefore enough only should be made to last, say, about a week.

LAMPBLACK.

Lampblack is made in the following manner:—The first requisite is a receiver to hold the smoke generated from a large lamp in which oil or other fatty substance is burned, or it may be produced from a kettle of burning resin; but the oil lamp produces the best lampblack and the best vegetable oil gives the finest colour and quality of pigment. A large cone-topped building, similar to our gas receivers, is fitted with a movable interior roof, which just fits the inside of the building, and is raised and lowered by a rope and pulley from the top. The smoke from the burning resin or oil is allowed to enter near the bottom, and there is a hole in the roof affording a certain amount of draught and allowing the escape of lighter portions of the smoke. When a quantity of soot is formed in the receiver, the lamp is extinguished, and the moveable roof is lowered from the outside to the bottom. This scrapes down the large black flakes which have adhered to the sides of the receiver, and which, after purification by burning and sifting, to remove what oily substance still remains—becomes the lampblack of the painter.



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NEW LIST ON APPLICATION.

INSTALMENT COLLECTIONS.

Our esteemed American contemporary, the *Sewing Machine Times*, contains the following article on instalment collections which many of our readers will no doubt peruse with profit :—

BY MARTIN.

I beg leave to briefly give my plan of collecting lease claims, first remarking that the easiest way to collect any debt is to first make a good and careful sale. But as that can't always be done, especially where you employ a number of salaried or commission salesmen, then some tact must be resorted to.

I sold machines from a waggon from 1880 to 1889. I never in that while lost a machine, never had a law suit, and I collected every dollar on all (about 1,340 sales), except six that I repossessed. In 1890 I spread out like Old Specks on a hundred goose eggs, and employed many men on various contracts—hence I have had to contend with all classes of customers.

I find this the best plan with lease sales : not to make a sale without a good down payment, then state that each payment must be made at the office, and that in default of payment promptly, when due, the lessees agree to pay 10 per cent. on all amounts collected by you or your agent after maturity. After this precaution press the collection closely and get the dollar; then get the 10 per cent. damage, if you can. If you cannot collect the extra 10 per cent. just give a receipt for 90 per cent. on the dollar of what you collect. This will impress the customer with the importance of coming to the office, and coming promptly.

This is my method of handling note customers : First get all you can down. Then don't give more time for the next payment than would be equal to 3.00 dols. per month for the amount of that payment.

For payments on notes give receipts which are printed in plain large type, as follows :

"Received of John Doe, Ten Dollars (10 dols.) on account of his note of (date, amount, etc.), leaving a balance of (40 dols.) due, if paid at maturity, at my office (give street and number).

"If not paid at maturity, 10 per cent., in addition to interest, will be added to that amount.

"The next payment of (state amount) will be due (give date.)"

[Note by Editor: This form of note, payable in instalments, is unknown in some territories. It is equivalent to a a lease made payable quarterly or at some specified long intervals, and usually contains a clause giving the seller the title to the machine until fully paid for. Without some modification, this correspondent's plan would not apply to any ordinary negotiable note. But it is *instalment* collections that are under discussion.]

BY TOM.

The question of instalment collections cannot be too often or too thoroughly discussed. It is the very root of the profit, or the loss, as the case may be, of the sewing machine business. As *Sewing Machine Times* has opened the subject, I feel at home in offering through its columns my opinions, founded on a long experience as a collector.

There is always a right way to do things, but how may we find it? By our own dear-bought experience and by the more easily acquired knowledge of what others have learned already. I will give a leaf from my experience.

First of all, I think a collector should have a knowledge of human nature and possess those qualifications which we usually attribute to the good salesman. In selling a machine the agent must know how to approach the prospective customer. He must be able to discover the disposition of the individual with whom he hopes to do business. The successful salesman knows how vital is such time—a word sometimes changes everything. "Showing up" a machine is not the only essential in making a sale. One must use diplomacy. He must get the confidence of his customer, and when he makes a statement it must be one that he can stick to and be sustained in.

So it is in collecting instalments. The lease system of selling machines in many cases involves great expense for collecting that might be avoided by the exercise of judgment founded on experience.

In my own experience as a collector I have in mind quite a number of suspense accounts which had been running for seven, eight, and several of them for ten years before they came under my attention. I know that what had already been paid on some of these accounts was less than the cost of collecting it. Several were in country districts, remote from the office. The balances ranged from 3 dols. to 15 dols. The lessees were in all cases in needy circumstances, and also deserving of leniency.

On my first trip to the cases in question I saw that it would be an extravagant expenditure to call on them monthly. So I arranged with reliable people living in the different localities to collect the instalments on a strictly commission basis. Usually I would secure the services of a Justice of the Peace, landlord of hotel, or other business man. I would agree to pay him 10 per cent. on collections of 3 dols. monthly. On larger amounts, 15 per cent., and if the balance could be secured on the account within a specified time *an extra five per cent.* would be given on the *full balance* due at the time the account was given for collection. In those cases I had little trouble in receiving early settlements, as the Justice of the Peace would see the parties sometimes daily, or at least once a week. Had I called once a month the actual expense of making the trips would have been a great deal more than the 20 per cent. offered for collecting the balances. Then, again, it might have been necessary to make several trips to collect a small payment. Where it was not possible to get all the balance within a certain time a small discount would be offered as an inducement to settle. It usually was successful in closing up the case. Of course, accounts are not all bad, but I mention these bad ones and my experience in closing them out as an example of collections that paid when any other course would have been likely to cause a positive loss, costing much more than the returns.

In any business, and especially the sewing machine business, a collector is indispensable. There are debtors who will not pay unless drummed, drummed, and drummed hard and persistently. The collector must know this class when he meets them, for there are others who require different treatment. He must know when to be lenient, when to accept and when to refuse excuses for non-payment.

Above all things should a collector stick to his ultimatum when he has once stated it. Lessees should understand that he does not make idle threats. He must not get too intimately acquainted with his lessees. In no case should he allow himself to be under obligations to any of them. A cheerful, kindly disposition and a polite demeanour will do more in securing the guineas than all the bombast of a "traveller."

In cases where lessees reside out of town I would offer them five per cent. rebate when the account was paid, *provided payments would be made regularly each month as per contract.*

These are a few of my suggestions on the subject, the outcome of experience, not only with bad cases such as I have instanced, but with prompt payers. I do not wish to blow my own horn, as it were, but I know that at the end of each week or month I could show a list of collections not to be ashamed of, and in the final round-up at the close of the year the bad cases had all evaporated.

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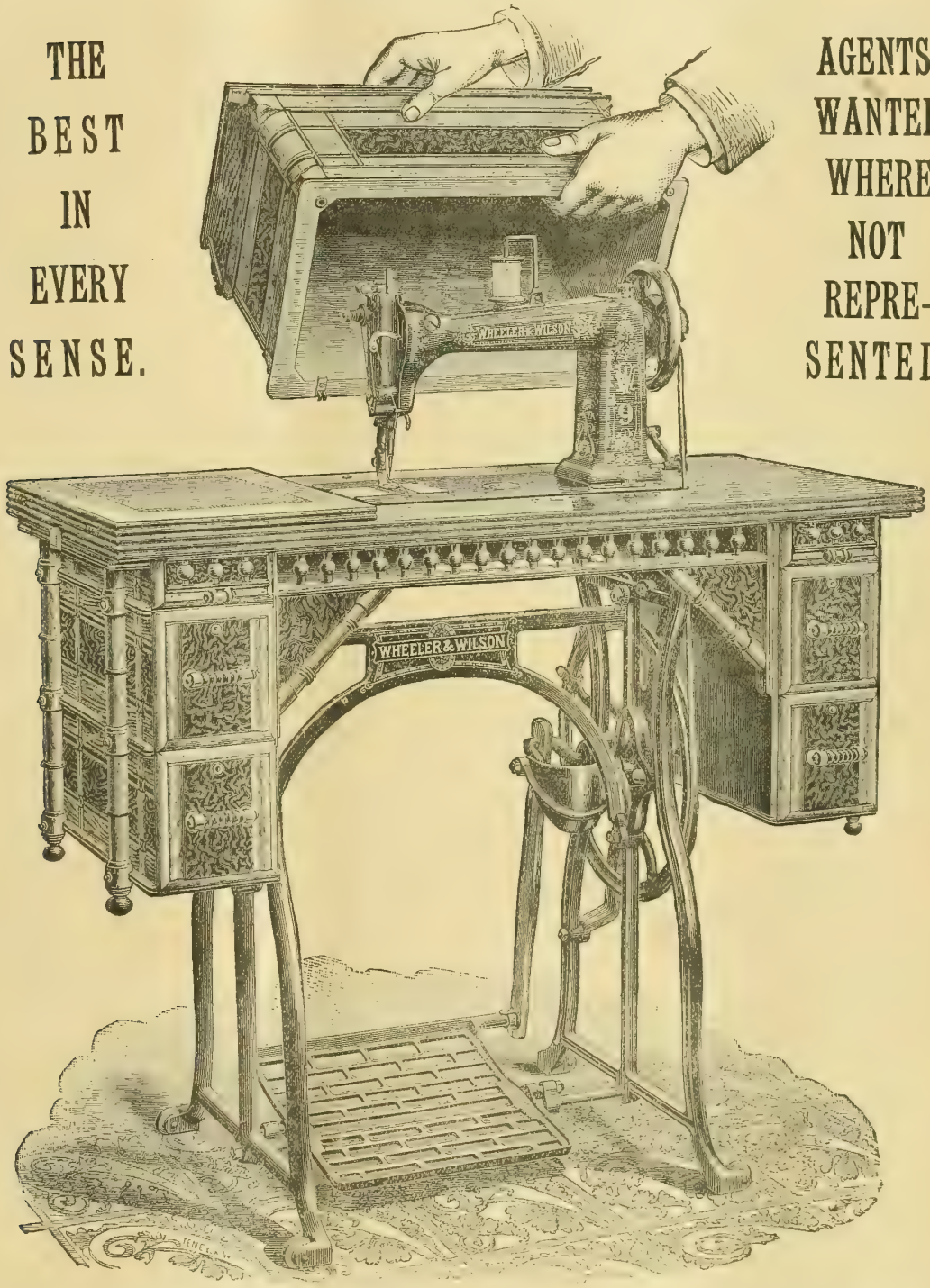
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Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street Finsbury, London, E.C.

Applications for Letters Patent.

22,857. J. Finlayson, jun., for improvements relating to the application of cops, spools, balls, or the like to sewing and other machines using thread.

23,013. J. Morrison, for improvements in sewing machines.

23,014. J. Morrison, for an improved construction of presser foot for sewing machines.

23,042. P. Schiersand, for improvements in and connected with embroidery machines.

23,312. S. Chapman, for an improved button-hole appliance or attachment for use in conjunction with ordinary sewing machines.

23,344. L. L'Hollier, for improvements in mail or go-carts and other vehicles.

23,386. C. C. Beettes, for improvements in adjustment of footboard of mail carts.

23,427. T. J. Roome, 48, Royal Road, Kennington, London, for a sewing machine.

23,596. E. S. Restieaux, 7, Rodney Road, Neath, for improvements in sewing needle threaders.

23,603. R. Challands, F. W. Pare, and J. H. Smith, for improvements in and applicable to knitting machines.

23,920. D. Jones, for improvements in or relating to sewing machines.

SPECIFICATIONS PURLISHED.

(Price 8d. each.)

20,214. *Sewing Machines.* D. Jones, of Birmingham. Dated October 26th, 1893.

Refers to improvements in sewing machines of the kind in which a continuously revolving looper is employed to form stitches, the objects being to simplify the construction of such machines and to admit of their being used at will either as lock-stitch sewing machines or as chain-stitch machines. For this purpose a revolving looper is employed adapted to engage with a loop of the upper thread carried by the needle, and to spread and carry such loop in an open or untwisted manner around the supply of under thread, which is carried in a frame supported in a bearing formed in or by the revolving looper itself.

24,311. *Latch Knitting Needles.* A. Lee and F. W. Pare, of Nottingham. Dated December 18th, 1893.

The needle has a spring arranged to act upon the latch, and during the action of knitting prevent the latch closing the hook, except during the passage of the loop over it, as in the process of knocking over and also by the rebound of the latch after the newly-formed loop has descended below the same.

15,813. *Sewing Machines.* F. A. Mills and J. Nundell, both of Philadelphia, U.S.A. Dated August 20th, 1894.

Relates to sewing machines particularly applicable for sewing boots and shoes whereon a curved barbed needle operates with a waxed thread. The improvements consist in certain novel parts and combination of parts, which can only be intelligibly described by reference to drawings, and which form the subject of 49 claims.

16,385. *Thread Cutters for Sewing Machines.* J. Y. Johnson, a communication from the Willcox & Gibbs Sewing Machine Company, of New York, U.S.A. Dated August 28th, 1894.

The object of the invention is to provide means by which the thread is or may be cut when the work is pulled out of the machine, but at a point leaving sufficient length of thread projecting through and beyond the last loop for the latter to hold by. To this end the invention consists in combining with the rotary hook or looper a thread cutter moving therewith, and placed in such relation to the loop of thread as to sever it at the desired point when called into action.

UNITED STATES PATENTS.

Issued and Dated October 30th, 1894.

528,225. E. H. Harris, Philadelphia, Pa., sewing machine for barring button-holes.

Issued and Dated November, 1894.

528,632. J. A. Groebli, New York, N.Y., fabric moving mechanism for embroidering machines,

528,782. P. B. Laskey, Marblehead, Mass., sewing machines.

528,810. L. E. Salisbury, Providence, R.I., knitting machine.

528,832. A. Walrath, Little Falls, N.Y., machine for sewing on buttons.

528,838. O. Wilson, Philadelphia, Pa., knitting machine.

528,864. B. M. Denney, Camden, N.J., automatic circular knitting machines.

Issued and Dated November 13th, 1894.

529,064. M. T. Denne, Eastbourne, England, sewing machine.

11,453. T. Kundtz, Cleveland, Ohio, sewing machine table.

Issued and Dated November 20th, 1894.

529,579. H. Balbian, North Vassalborough, M.E., method of and machine for fulling cloth.

529,362. W. D. Butz, Norristown, Pa., automatic knitting machine.

529,415. P. Schoen, Glens Falls, N.Y., cording attachment for sewing machines.

529,416. P. Schoen, guide for two-needle sewing machines.

529,417. P. Schoen, guide for sewing machines.

529,418. P. Schoen, hem-stitching attachments for sewing machines.

529,419. P. Schoen, sewing machine hemmer.

529,429. P. Schoen, plaiting attachment for sewing machines.

529,491. G. S. Hill, Bradford, Mass., sewing machine for barring and tacking.

529,508. W. H. Stewart, Franklin, N.H., automatic stitch regulating mechanism for knitting machines.

529,509. W. H. Stewart, automatic circular knitting machines.

529,586. P. Bralley, Oakland, Cal., sewing machine needle threader.

Issued and Dated November 27th, 1894.

529,769. C. E. Williams, Columbus, Ohio, sock sewing machine.

529,783. W. G. Cummings and E. A. Munro, McMinnville, Tenn., trimming attachment for sewing machines.

529,946. J. A. Parsons, Quanah, Tex., quilting frame for sewing machines.

Failures and Arrangements.

SELLER & SONS, ironmongers, smiths, &c., Station Road, Parkstone.

A deed of arrangement was filed herein on December 29th. The unsecured liabilities are given at £1,011 11s. 9d., and net assets £700. Among the creditors are the White Sewing Machine Company for £21.

THOMAS SANDERS, sewing machine dealer, 107, Wellington Road, Dudley.

The above has been adjudicated bankrupt. Liabilities, £190 1s. 6d.; assets, £88 19s. 11d. Among the creditors are :—

	£	s.	d.
Wheeler & Wilson Manufacturing Company, London ...	163	0	0
Lewis, E., Dudley	12	0	0
Varley & Wolfenden, Keighley	15	0	0

Mr. Sanders was publicly examined by Mr. Registrar Kettle, at the Dudley Bankruptcy Court, on the 1st ult. —Mr. A. G. Hooper represented the bankrupt.—The bankrupt said that for several years he acted as agent for the Wheeler & Wilson Company, but in 1890 he was put upon the footing of a dealer, with exclusive right in that district. Keen competition and the giving by competitors of better terms than he could afford reduced his business until his turnover became insufficient to meet his expenses. There were only three trade creditors, and the debts owing to the estate were payable by agreement in small instalments. During the four years he had sold 102 machines, and received about £650. He had 50 per cent. off the list prices. His expenses were about £80 per annum. He started with a capital of £15, and some of his machines sold on the hire system would not be paid for under two years. He did not know he was insolvent until he was being pressed and he took stock. He sold his pony and trap in September for £15. He was then trying to make an arrangement, and his law costs amounted to £12.—He was allowed to pass.

GEORGE STORY, general draper, hosier, and sewing machine dealer, 14, Brook Street, Hull.

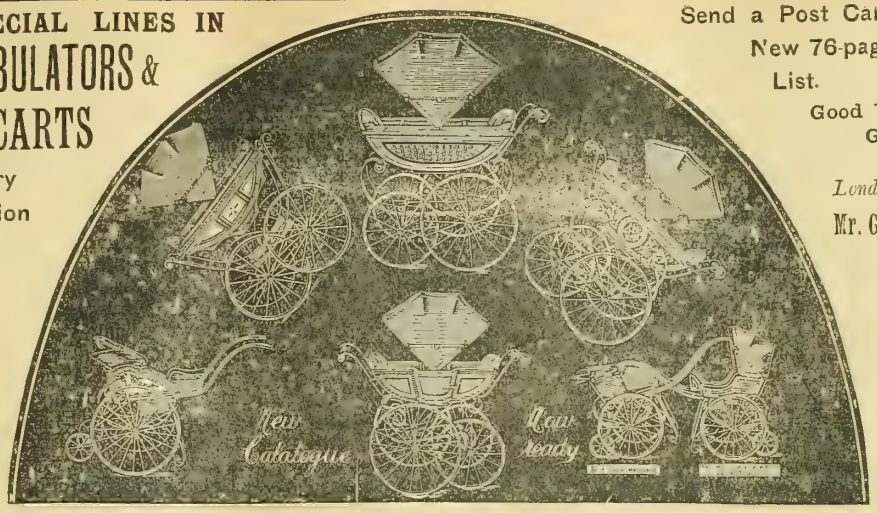
A deed of arrangement was filed in the above on January 19th. Liabilities unsecured, £381 7s. 1d.; assets, £300.

JOHN PEABODY, cycle and furniture dealer, Wigston and Coalville.

The public examination of this bankrupt took place on the 9th ult., at the Leicester Bankruptcy Court, before Mr. Registrar Toller. The statement of affairs disclosed unsecured liabilities amounting to £445 1s. 1d., and the assets were estimated to produce £146 3s. 9d. The debtor, in answer to questions put by the Official Receiver, said he commenced business about twenty-five years ago at Welford, with capital that he borrowed from his father, but he paid it back two years afterwards, when his wife came into a legacy of £400. He had a list of debts amounting to £253, which he estimated would not produce more than £8. The debts had been accumulating for years, and extended over an area of thirty-two villages. He now thought he had been too considerate with his customers, some of whom took advantage of him. In February last he opened a shop at Coalville and put his son in it. He stocked the shop at a cost of £150 to £200, and he had only received from his son about £10 on account of that shop. He could not say where his son was now, but he had no doubt his wife knew.

COUNTY COURT JUDGMENTS were on November 27th registered against C. W. Vosper, sewing machine agent, Ashleigh Road, Barnstaple, for £16 2s. 9d.; and on November 15th against A. W. Etherington, sewing machine agent, 1, Terminus Road, Eastbourne, for £12 17s. 2d.

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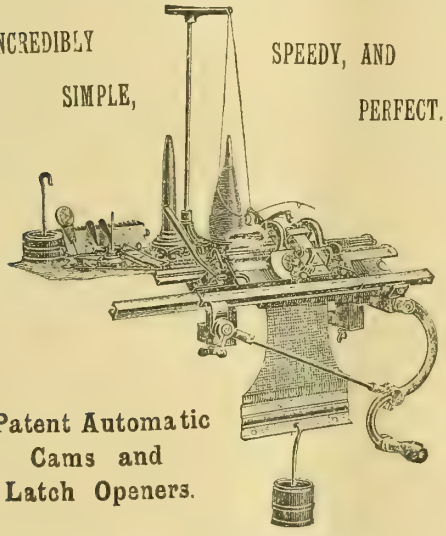
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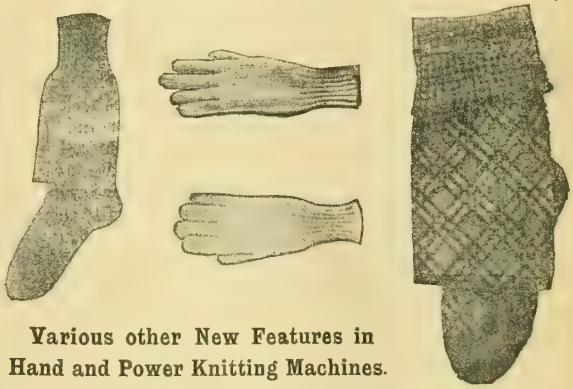
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(See page 32 for other advertisements.)

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Editorial Notes.

As to Sole Agencies.

A discussion has been taking place of late in many American trade papers as to the merits or demerits of sole agencies. In this connection the leading organ of the piano trade of the United States writes:—"Whenever we read that the agency for some well-known make of piano or organ has been transferred from one retail house to another we begin to ruminate, and we have half come to the conclusion that the territorial system is a thing to be avoided. A dealer usually regards it as a felicitous stroke when he secures the sole agency for a saleable line of goods, and he immediately goes to work, if he be an energetic fellow, to solidly establish them in local favour. After spending much energy and money in popularising the goods the maker or importer may one day politely inform him that he is not doing enough business in them, and that unless he can undertake to sell so many more instruments a month he will be compelled to transfer the agency to another dealer in the district. Now, in many cases the dealer has done his utmost to work up the agency into a good thing for himself and for the maker, but, owing to his not being able to satisfy the expectations of the latter, he suddenly finds himself deprived of the instruments he has pushed before all others, and has the mortification of seeing a rival profit by the demand for the goods which his efforts have created. It is true that due notice has to be given of the termination of an agency, but if the contract has lasted several years the dealer almost invariably suffers from the loss of the agency. How can he expect to convince his customers of the superiority of the instruments he substitutes for those he formerly handled, when he has been saying for years that they are beyond compare? Will he not be a persuasive man if he can prevent that customer from seeking out the new agent and buying the instrument on which he had set his heart?"

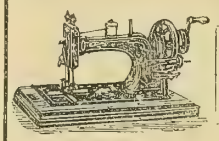
Our contemporary does not answer its question, but glances at the matter from the manufacturers' point of view, and even then it says the advantages are not particularly impressive. The manufacturer "may be induced to give the sole agency for his products for a term of years to some retail firm on the understanding that they will do their utmost for them, and he may find that they hold the word of promise to his ear and break it to his hope. They may accept other agencies and totally neglect his goods. It were then far better for him to have appointed no sole agent, but to have sold his wares wherever he could."

But there is one forcible argument in favour of the sole agency system, viz., that the cutting of prices inseparable from competition in the same article is thereby prevented. But, says our contemporary, it must also be remembered that appointing a sole agent means opening a big account. A man is safer with gold loose in his pocket than with it stuffed in a purse. He may lose a coin or two that way, but if his purse goes he loses the lot.

Summing the question up, we are told that the American music trade journal concludes that "the establishment of a sole agency is doubtless under some circumstances Hobson's choice, but where it is avoidable it seems to us both manufacturer and dealer are better off."

As our readers well know, the American manufacturers as a class object very strongly to placing the dealers' name on their goods—stencilling they call it—as though the dealer was the actual maker. This is in marked contrast with German firms, who, as a rule, have no such objection. Dealers often ask our opinion as to which is the wisest course to adopt; whether to sell a known brand of cycle or sewing machine or to try and create a trade with a name of their own. This is an important question, and one which may be fraught with serious consequences. Our advice, then, has always been given with extreme caution, and it is for the dealer to sell two classes of goods—the own a known brand, and the other branded with his own name or marks.

Some eighteen months ago, through the formation of a company which took over cycle agencies which had been held by dealers for years, much hardship was inflicted upon a number of honest, hardworking cycle agents. They had carried all their eggs in a single basket, and thus came to grief. It is clearly not wise for the manufacturer to be entirely at the mercy of the agent, and, *per contra*, for the agent to be so much in the power of the manufacturer that he can be deprived of a connection which has taken years to work up.



Section

MACHINE v. HAND-SEWING.

The *Tailor and Cutter*, we stated some few months ago, is publishing a series of articles by the well-known labour leader, Mr. Lewis Lyons, which grow in interest as they proceed. We gave the first article in our columns, but did not continue the series as we heard that they were copyrighted, which was certainly desirable as they fully deserve to be reproduced in book form.

In a recent number of our contemporary appears a letter criticising the remarks of Mr. Lyons on machine *versus* hand-sewing, which we take the liberty of reproducing as follows:—

MR. EDITOR,—Your readers will doubtless greatly appreciate the articles now appearing by Mr. Lewis Lyons. Something interesting, practical, and instructive is certain to come from such an authority on the art of machining. None the less—if I may judge from the line of argument he has adopted—he will probably rouse the combative propensities of no small army of "knights of the needle," and be instrumental in bringing about a lively *tete-a-tete* through the trade press.

It evidently requires no very long-sighted individual to see below the surface of things as represented in the articles which have already appeared. The "sloppers" are evidently striving to their utmost to obtain a footing amongst the first-class customers. They have succeeded in getting in the thin end of the wedge, but whether they will ultimately succeed in overthrowing the present system of doing the work in ordinary and high-class trades or not is a moot question. It is quite time that high-class tailors "quit themselves like men" in this direction, by defending their position in showing their imcomparable difference between honest English tailoring and slopping. The enemy is advancing with giant strides, and ere long, if the public are not acquainted with the facts, will weaken our ranks, and, practically speaking, ruin the present standard of genuine tailoring. Many have been the futile attempts to prove machine work equal, aye, superior to hand work, and now here we have Mr. Lyons holding up before us a machine breast pocket "so smooth that it looks as if it had been painted on the forepart," and telling us that "before long even in high-class trades the necessity for hand-sewing will have ceased." It

is not my intention to question his statements concerning the grand feats that can be accomplished with the machine, for I know full well what can and what cannot be done with the machine. The question open for discussion is: Is a machine-made garment equal to one made by hand? It requires a person well acquainted with turning out garments as they should be to answer this question. The verdict of one qualified to answer would be an emphatic "No."

We will in the first place look at it from

THE STANDPOINT OF STRENGTH.

Here the machine is altogether defeated, there being no comparison whatever. Take for instance a coat edge of any close-made material; whilst the hand sewing is all perfectly hid, without one stitch showing, the machining is exposed to all the rubbing it is sure to come in contact with. Again in the case of seams, hand-sewing is altogether superior, inasmuch as hand-sewing has the greatest amount of elasticity—the formation of the stitch admits of this. Consequently hand-sewing is the best where there is any strain on the work. It is also thinnest; a seam sewn by hand is the nicest to press. And tell me, I pray, what seam there is in either coat or trousers that does not come in direct contact with a considerable amount of strain. Is it that Mr. Lyons has had but little or no experience in work that requires strength? It would be well for him to put his knowledge to the test in a thorough hunting district; he would then have the chance to see what a miserable failure his machining would be, even if in strength alone. Consider what kind of sewing is required in a pair of breeches. A beautifully sewn seam with double thread well twisted is the correct thing, and nothing else will suffice; consequently the machine may again take a back seat. Then, again, what about the tops of leg seams, sewing on of bearers, seat-pieces, and closings of trousers? I have often heard it remarked that "twice sewing with the machine is as strong as double thread by hand." Away with such a falsification of truth, for it is not every class of material that will stand this thick, clumsy, stiff double sewing. Many materials it will split all to pieces. Remember, I am speaking of honest English tailoring. Again, take a pair of woollen cord breeches, is it not the correct thing to prick the seams with double thread and also to sew a strip of linen in the seam? We must not forget that good firms in the country have these garments to make. The "iron man" is of no use whatever to such garments as these, unless it is in the case of "tops," &c. Take the question of tacks into consideration. By hand a good thick pricking thrice is the correct thing and not a stich showing. But if the machine runs over the first sewing anything but an artistic appearance is the result. What about the "nicely finished breast pocket" now? How often do we see breast pockets put in by the machine torn down into the forepart after but a little wear? In fact any other tack where strength is needed—to wit, a fork tack of a pair of trousers. So we might go on at a great length, in fact no place to leave off can be defined.

But it is claimed by those who know no better, by those who do not understand hand-sewing, that

MACHINING IS "MORE ARTISTIC."

Let us see by looking at it fair and square. Examine a beautifully flat braided edge done by hand; notice the cushes how square; minutely inspect it and observe that not a stitch is to be seen; what a beautiful soft curl the edge (braid) has; simply glued on. I recollect not long since offering a master tailor as he stood examining a flat-braided coat of my own building, five shillings for every stitch he could find in the braid. "Marvellous!" was his remark, "it seems that one would have to search pretty close to find even one." Here is a feat in hand-sewing that altogether eclipses that of anything the machine is capable of. But what about a machine flat-braided edge? Behold the outer edge—in fact to cut it short, behold the slopped, inferior appearance altogether; it needs no comment, it condemns itself. Next: Ah! here is a bound edge frock-coat. How nice and steady the edges are, how beautiful and thin too. You may depend upon it the maker knew how to prepare his edges prior to putting on the binding, paring away the canvas, putting on of staytape, &c. Do you notice, "Mr. Slopper," I said "staytape"? And take particular notice that the cushes are all turned the correct way, namely "down." I am positive those sloppers could not put in such thick, clean, and beautiful felling as we see here in the lining; no, certainly not, because they are not used to doing things that way. And what soft shoulders, and yet see the grace in connection with its sweetness. What a splendid art our trade is. Oh, how different to a stiff, lifeless coat made by the machine. Yes, "nasty" is the word for the machine coat.

"Behold yon vest, a perfect fit,
No female labour here, to wit—
Such graceful collar, shoulders to ;
The edge, ah! so clean and true.
Could the iron but speak, 'twould tell
The care wrought on that neat lapel,
The welts so square, the cushes true,
The holes are all the hand can do.
Ne'er did the female hand impart
To vest such true, such perfect art;
Such grace, such form, to stand the test,
A work of art, even in a vest."

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Such are the acclamations of the intelligent tradesman when his eyes rest upon anything in connection with his trade that is well-nigh perect. His appreciative faculties are brought into action, and he beholds in it the work of an artist. But how often is this garment (the vest) ill-treated? Aye, the machine has brought this tasty little garment to its present neglected state. Those who make these garments by machine never take the care required over them they should. Nay. "Slap it together and get the job done as soon as possible," is their motto, but art always suffers under such circumstance.

Hand-sewing, if done as it should be, is altogether head and shoulders above the machine; and it is our duty to let the public know it. To point out the difference. A garment beautifully made by hand is worth a dozen machined ones. It has a richer, softer and more elegant appearance altogether. The hand can turn out a garment with such "form" that the machine will never be able to touch. With all the sloppers may say to the contrary, machining is but a clumsy imitation of the real thing after all, and will for ever remain so. When I say "clumsy imitation," I am not alluding to the form of the stitch, but the softness and elasticity of hand-sewing, although the inability of the machine to form the "private stitch" might also be included. I am not speaking without a knowledge of the machine, for I have spent years in the West End, and have also worked with the same machines as Mr. Lyons, and have examined no end of the best of that class of trade. Again, it would take a pretty smart machinist to defeat me in that particular branch.

Hence the absurdity of the notion that hand-sewing will become a thing of the past. Such language is an insult to the whole profession. In closing I will remark that I am a long way from being prejudiced against the machine, for I know its value in the case of side-bodies, thick materials, such as box coats, &c., in which it is a great boon to the trade. Apologising for trespassing to such an extent,

I am, yours, &c.,
FLETCHINNI.

THE MERCHANDISE MARKS ACT.

The importers of sewing machines have found the Merchandise Marks Act not a little puzzling, and innumerable have been the stoppages of consignments, often for causes which appear trivial in the extreme. It should be remembered that the object of the Act was not to cause all imports to be ear-marked with the country of origin—as no marks at all are necessary—but its purpose is to prevent articles of foreign manufacture going into consumption with an appearance of British origin. Thus, if an importer of sewing machines cares to import these articles without any name whatever upon them he has nothing to fear from H.M. Customs. Should he prefer to use a name on the machine then the authorities hold that the public may be deceived, and accordingly they expect the goods to bear marks showing the country of origin.

Many British merchants are of opinion that the Merchandise Marks Act has done an incalculable injury to the trade of this country, but, on the other hand, there are manufacturers who want to make the Act even more stringent

by insisting upon *every* article imported being marked with the country of origin.

Apropos of this question *Musical Opinion* contains the following from its Leipzic correspondent :—The Germans, as may be imagined, are up in arms against their consul at Birmingham, Mr. Lidner, for his suggestion (in the *Daily Post*, in connection with the Merchandise Marks Act) to levy protective duties on imported goods. As was anticipated by many, the effect of the Act appears to have been, instead of protecting home produce, to open fresh fields to German industry. This was also the case with the "source of origin" blunder. England, until some thirty to forty years ago, had, practically, the monopoly of coal, iron, and cotton and their products. This brought them customers from all parts of the world, and made of her a general emporium. She knew where to buy that which she did not make herself. Then came free trade, instead of reciprocity, combined with the rise of wages. Sugar, for instance, was made duty free and unconditional. Foreign states granted export bounties, the trade was ruined, and thousands were thrown out of employment. Foreign nations were encouraged to open mines and to start new industries, largely with English capital. England's monopoly was broken ; nevertheless, owing to her command of capital, she managed to remain to a certain extent the world's purveyor, or, at worst, the world's broker. Then came the "made in Germany" mistake. Customers found out that Germany made (for English order) a number of different articles. Their eyes were opened. They went direct to the makers, who, in their turn, sent out travellers all over the world and England lost even her brokerage commission. And now, to help German trade still more, comes on the Marks Act, which the Germans also possess since October 1st, 1894. Free trade advocates quote export returns in order to show by "figures" how trade is *supposed* to have gained from time to time. These figures are as misleading as wills o' the wisp ! Let anybody study the files of the English Bankruptcy Courts since free trade became the fashion, and note the liabilities scheduled from time to time by consignment merchants as against the dividends paid by their estates. Everybody who has had even a small business experience will allow that during the last twenty years millions of pounds sterling must be deducted from the nominal value of exports before the real value thereof is ascertained. The fact that one leading London bank wrote half a million sterling off of one year's balance-sheet in respect of one consignment merchant's failure is proof enough of the unreliability of export returns ; for so long as foreign (and English) banks continue to make advances to the tune of 75 per cent. on consignments, so long will a large proportion thereof continue to be "salted" up to the tune of 30 per cent. Some twenty years ago, there lived a dealer in Swiss watch works in Hatton Garden, who was smart enough to sell his wares (as "consignment padding") for cash, and whom it paid to employ agents at the Cape of Good Hope, in Australia, &c., in order to buy up, for re-sale, his auctioned goods. Mr. Lidner may be an unpatriotic German, but he is, at all events, an honest, outspoken recogniser and adviser in respect of England's mistaken policy. Fair trade (reciprocity) is fair play. Free trade is the suicidal policy of "give all and take nothing" ; and this policy secures us no thanks from Germany, who continues to describe England's colonising and every other policy as the perfection of all that is selfish and perfidious. If one may accept the average German's assurance *without* the traditional grain of salt, the gentle-minded Teuton only colonises—and slays the obstructive native, just as the English do—out of pure humanity. Humbug is tenacious to life ! But that the Merchandise Marks Act tends to put a check on dishonest competition and unprincipled imitation cannot be denied. Were it combined with reciprocity in respect of duties it would prove a decided boon to English trade.

ON DISPARAGING A RIVAL'S GOODS.

Among the questions we are asked from time to time by our readers is, How far is it lawful to go, in praising one's own goods in comparison with those of another trader ? This is a difficult question to decide, but during the past month the House of Lords has given an instructive decision in a case of an extraordinary character. It arose in an appeal from an order of the Court of Appeal reversing a decision of Mr. Justice Romer. The respondent was Mr. Gustav Mellin, the proprietor and manufacturer of a food for infants known as "Mellin's Infant Food." The appellant, Mr. Timothy White, is a chemist, carrying on business in Portsmouth and the neighbourhood, and has been in the habit of selling, amongst other articles, the respondent's food. Besides carrying on the business of a chemist, the appellant is also the proprietor of another food, which is called "Dr. Vance's Food for Infants and Invalids," and when retailing the respondent's food to customers he has been in the habit of pasting upon some of the wrappers of the packets of Mellin's food as well as upon other articles he sold labels of his own containing the following :—"Notice.—The public are recommended to try Dr. Vance's Prepared Food for Infants and Invalids, it being far more nutritious and healthful than any other preparation yet known." On this fact becoming known to the respondent he instituted proceedings in Chancery for an injunction to restrain the appellant, amongst other things, from selling his food otherwise than under the original labels or wrappers. The matter came before Mr. Justice Romer, who dismissed the action with costs. The Court of Appeal, however, set aside that judgment and ordered a new trial.

The House of Lords have unanimously decided against Mr. Mellin, and in giving judgment the Lord Chancellor said that there could be no doubt the respondent was annoyed by what the appellant had done, but the question was whether the act complained of amounted to an actionable wrong. Mr. Justice Romer, when he dismissed the action, expressed his opinion that the advertisement or label was a mere "puff" by the appellant of his particular goods, and that White's conduct did not amount to a trade libel, and, therefore, did not give any legal claim to the respondent for an injunction or damages. The Court of Appeal were not satisfied with the evidence that had been given, and Mr. Justice Romer having decided the case on the respondent's evidence, they ordered a new trial in order that the appellant's evidence should be heard. The learned Judges of the Court of Appeal seemed to be of opinion that in order to maintain the action it was necessary to prove that the appellant had disparaged the respondent's goods and that such disparagement had caused and resulted in damage. The only statement made by the appellant was that his food was more nutritious and healthful than any other article of that kind at present offered to the public. That was a general statement applicable, not to the respondent's food alone, but to all other foods of that kind then on the market. By attaching his own label to the respondent's goods, it might be said that the appellant disparaged those goods by asserting that they were not as good as his own. That gave rise to this question—Had the respondent proved that this disparaging statement had injured or was reasonably calculated to injure his business ? On that point there was an absence of evidence. The respondent had not stated that he had sustained any injury, or that the act he complained of was of such a nature as was reasonably calculated to injure him. It was therefore impossible to say, in the absence of such evidence, whether damage could be considered as a likely or necessary consequence to result from the affixing of such a label. For his own part, he felt considerable doubt, and should hesitate before taking such a view. Advertisements of this kind were of every-day occurrence and were, in fact, of the common description used in puffing proprietary articles. No doubt an action would lie for falsely disparaging another man's goods where special damage resulted ; but in the present case it was not proved or even pretended that serious damage had resulted. In the case of Evans *v.* Harlow (decided in the Queen's Bench Division in 1844) Lord Denman said that if such actions would lie where special damage was not alleged and proved a wide door would be opened to litigation, and the Courts would be constantly occupied in trying the superior merits of rival productions. In this way the Courts would be turned into a machinery for advertising rival productions by pronouncing judicial decisions on the merits of the articles so submitted to them. For these reasons he came to the conclusion that the judgment of Mr. Justice Romer was right, and must be restored.

From this decision it would appear that to succeed in a case of the above character a trader is compelled to prove that actual damage is done through the disparagement.

THE TRADE NAME QUESTION.

No trade, probably, has been troubled so much as the sewing machine trade with the question as to what really is the law as to trade names. Like the poor, it is always with us, and, beyond doubt, the real question which a would-be user of an old trade name should ask himself is "Why do I wish to use the name?" If the honest answer is "Because I can then get some of the originators' trade," clearly, the appropriation of the name is morally wrong, and the person so offending may reasonably expect to be stopped from injuring the original user.

In a recent number of *Kemp's Mercantile Gazette* appears an interesting article on the subject of trade names, and although to a large extent we agree with the writer, we consider that he over-estimates the value of trade marks. The public, we feel certain, can never be educated to a full knowledge of the exact characteristics of any firms' trade mark. What they can reasonably be expected to do is to remember a word but not the device which usually surrounds it.

Messrs. Lloyd & Co., of the Borough, recently tried to register the word "Bambooba," but the authorities refused their application on the ground that bamboo, a word in common use, formed two-thirds of the name it was required to protect. Messrs. Lloyd then substituted the word "Bamlouba," which was accepted. Clearly, then, the only course open to a firm is to coin a fancy wood and not to depend upon a well-known word confined in a circle or accompanied by some other geometrical device. There is nothing like a single word, standing alone, as the fancy name of an article, but our readers must fully understand that a foreign word will not be accepted by the authorities; it must be an absolutely new word.

We follow on with *Kemp's* article:—

The question how far a manufacturer can acquire an exclusive right to the use of terms of description, as applied to the goods he makes, apart from any trade mark, and independent of any fraud in the party copying his description, was carefully considered by the Court of Appeal in the recent case about "Camel-hair Belting," Reddaway *v.* Banham (*Times*, 19th December). The action was brought by the plaintiff for an injunction to restrain the defendant from continuing to use the word "Camel" in such a manner as to deceive purchasers into the belief that they were buying "camel-hair" belting of the plaintiffs' manufacture. The facts really material are very simple, and can be shortly stated. The plaintiffs have been making this belting for machinery since 1879, and they have sold it as "Reddaway's Camel-hair Belting." They advertised it largely, and acquired a high trade reputation for the article. So much so that it may be taken as proved that customers asking for "camel-hair belting," especially in India, meant the plaintiffs' goods. The defendant, who had been a workman in the plaintiffs' service, left them, and made a similar belting, also of camel-hair, which he advertised and sold as "Banham's Camel-hair Belting." There was no evidence of fraud against the defendant, and nothing to show that he ever pretended it was of the plaintiffs' manufacture. But then the point arose that, if the defendant was really selling his goods to purchasers who intended to buy the plaintiffs', could he be stopped by injunction? At the trial, before Mr. Justice Collins and a jury, the plaintiffs succeeded; but the Court of Appeal, after taking time to consider, have set this aside, and found in favour of the defendant, upon a broad ground of principle.

The Master of the Rolls, in his very clear judgment, laid it down as decided law that a man might obtain a right independent of pattern or trade mark, to prevent another from coming into his market and taking away his trade by using his trade name or the description of his goods, and it would not be necessary to prove any intent to do so on the part of the person so using that name, nor any fraud in the way of deceiving purchasers. That general principle had often been enforced, and quite recently the House of Lords, in the "Stone Ale" case, where it was held that ale, made by the plaintiffs at a place called Stone, and sold as Stone ale, had been so identified with them that the words had acquired a secondary meaning as descriptive of the plaintiffs' ale, so that no one else, even though brewing at Stone, could be allowed to sell ale by that name. This was the authority upon which the present plaintiffs mainly relied, and it was argued for them that they had acquired a similar right to the word "camel," as used in the name "Camel-hair Belting." But the Court of Appeal, while admitting this general principle, held that there was an important exception, which was, that the Court could not grant an injunction at the suit of one person against another to prevent the latter from telling the simple truth. A man, for instance, was entitled to use and trade in his own name, and although by so doing he might take some business away from another, still he was entitled to tell the truth. This was decided in the case about Burgess's Essence of Anchovies, where the owner of that well-known article failed to get an injunction against a man also named Burgess, who sold the same thing; and there are other decisions to the same effect.

Applying this principle to the case before them, the Lords Justices held that the defendant was entitled to call his goods "Camel-hair Belting," because they were made of camel-hair, in the same way as were those of the plaintiffs. He had the right to imitate the plaintiffs' belting, and even to beat them out of the market, if he could. In such competition there would be nothing wrong, and in using the name of "camel-hair" the defendant had only told the truth. In other words, no trader could get a monopoly in words which merely described the article he made, and thus he could not prevent any other trader, who made the same article, from selling it under the same trade name. Of course, if a rival trader acted fraudulently, as, for instance, by getting up his goods to look like those of another, and so to deceive the purchasing public, he could be prevented by an injunction. But, apart from this, the mere fact that the customers may have bought one man's goods believing they were made by another would not, of itself, be conclusive. If the term "camel-hair" had been only a fancy name for belting, made of something else, then this exception would not have applied. That seems a somewhat strange result, for it was practically admitted that, as a matter of fact, the plaintiff had acquired a reputation for this kind of belting under this name, of which the defendant, by imitating the manufacture, and using the same name, must get some advantage. Still, the principle that no trader can possibly get a monopoly in the use of such ordinary words of description is sound and unanswerable, while the case shows the utility of trade marks and fancy trade names in business matters.

The *Law Journal*, in dealing with this subject, says:—Notwithstanding the express prohibition which appears to have been intended by section 77 of the Patents, Designs, and Trade-marks Act of 1888, and the corresponding section of the Act of 1875, it is now clear that any trade-mark which could have been protected from infringement before the Acts can still be protected by an action for damages or an injunction, and this although it is neither registered nor capable of registration. It is usual to describe actions relating to unregistered marks as "passing off" instead of "infringement" actions, and to refer to the marks as the "trade-names" instead of the "trade-marks" of the goods, but these are mere verbal distinctions. The trade-name of goods, if used upon or in connection with the goods, is a trade-mark. The law determining the rights which exist in regard to it is the old law settled in respect to trade-marks in the Court of Chancery, and this is now frequently recognised by the use of the term "common law trade-mark."

This position having been reached, the old controversy as to what is capable of being a trade-mark, where there is no question of registration, and where, consequently, the requirements of the Acts as to essential particulars do not apply, has again become important. The question is mainly, or wholly, restricted to cases of word-marks. To be entitled to protection the plaintiff in an action must show that the word he claims is the distinctive name or mark of his goods. It must not be a mere descriptive word. But although at first sight it appears to be a descriptive word, the plaintiff may show that it is, in fact, so understood as to be distinctive—that it has a "secondary distinctive meaning."

THE EARLY CLOSING OF SHOPS.

A Bill has been introduced into the House of Commons of great importance to tradesmen. Its provisions are as follows :—

(1) If an application in writing is served on the local authority of any district, praying that, as regards all shops, or any class of shops within the district, or any part of the district, belonging to any class or classes not mentioned in the Schedule to this Act, an order may be made for the closing of such shops on each day or any specified day or days of the week at such hour or hours, not earlier than the hours hereafter in this section mentioned, as may be specified in the application, and if the local authority are satisfied that the application is signed by not less than two-thirds in number of the occupiers of shops within the district belonging to the class or to each of the classes to which the application relates, the local authority may, if they see fit, make an order giving effect to the application.

(2) The hour to be fixed for the closing of shops in pursuance of this section may on any one specified day of the week be any hour not earlier than *one* o'clock in the afternoon, but save as aforesaid shall not on any day be earlier than *six* o'clock in the evening.

The order may be revoked at any time on the application of more than one-third of the owners of shops affected.

The only persons at present exempted are chemists.—Ed. *Sewing Machine Gazette.*

THE AFFAIRS OF MR. W. ROTHWELL.

In our last issue we reported the examination of Mr. William Rothwell, hosiery manufacturer and knitting and sewing machine dealer, by the Deputy-Registrar, at the Bolton Bankruptcy Court. The examination was resumed on the 14th ult., when the following transpired :—

Mr. Addleshaw first examined the debtor as to his insurance policies, one for £2,000 and the other for £1,000, one in the Prudential Life Office, and the other in the Temperance and General Provident Institution. He had no other policies. One of the two was taken out in the name of his wife, and the other was transferred to her about two years ago—in April or May of 1893.

It was transferred within two years of your bankruptcy?—Yes.

Are you sure you have no other policies?—I am certain, except a small policy taken out 20 years ago, which lapsed seven or eight years back.

Have you parted with any property during the past 12 months?—I have sold the equity in Hollywood and the loan moneys.

What is that?—It is at Parr's Bank on behalf of the overdraft of the Rothwell Hosiery Company.

When did the sale take place?—The 4th December last to Mr. Sellers, of Keighley.

What was the consideration paid for it?—£500.

Was it sold subject to the mortgage?—Yes.

Did you receive the consideration money in cash?—Yes.

What became of it?—I paid my debts with it and the rest I lived upon.

What debts did you pay out of it?—I can't remember.

In December last you sold your house called Hollywood, a debt of £3,000 which you had transferred to Mr. Dunn, and £1,500 loan money in the Rothwell Hosiery Company, for the sum of £500?—No, the equity of £500 after the debt of the Rothwell Hosiery Company is paid.

What will have to be paid before it goes to the purchaser?—I do not know.

In reply to further queries, debtor said he valued his house at £3,000, and he had spent £1,400 upon it. He was questioned as to whether he considered the debt of £3,000 transferred from the William Rothwell Company a good debt, and replied that it ought to be, but whether it was would be difficult to tell.

You sold in addition to the £3,000 a sum of £1,500 owing by the Rothwell Hosiery Company, and the debts as well, for £500, subject to the claim of Parr's Bank?—Yes.

What was the name of the purchaser?—Mr. Sellers, of Keighley, a gentleman with whom I had done business some years ago. I went to him and asked him to purchase property from me. When I left the company at the end of October all the money I had in the world was £3 15s. There was £500 due to me in the Rothwell Hosiery Company as salary, but I refused to take it. I found that I must have something to carry on with, and at the same time I had a lot of little debts that wanted paying. I had nothing else to sell only this, and I sold it.

Did you make any arrangement with the purchaser as to re-purchase by you?—No.

Why did you enter property in your statement of affairs without disclosing the fact that it had been disposed of?—There was no need to disclose the fact. I sent out to the Official Receiver all the property I had and all the interest I had.

Have you accounted for £500 in your cash account? I have not kept the books myself; my nephew has kept them. I do not know what is in the books.

Look at the book and see if £500 is entered or not.—I do not think there is anything entered since November.

Will you tell me how you disposed of it; the names and addresses, and the amount paid?—I shall have to take time for that.

Mr. Addleshaw: The Official Receiver has not heard one word about this, and the trustee has not heard one word about it. We have all been under the impression that this property was still vested with Mr. Rothwell. I won't say what I think about the transaction, but we are determined to probe it to the bottom. I want to know how it was disposed of?—The Receiver has it. I cannot give the names. There are a lot of them.

Mr. Dickson said Mr. Rothwell had offered to keep any appointment with a view to giving information.

Mr. Rothwell: The books have not been entered up since November, and this is in December. How could we make any entry when we were in the hands practically of the Receiver, and the books were handed over to the trustee?

Mr. Addleshaw: Did you dispose of this property after the execution had been issued against you?—I disposed of the property before the receiving order was made.

But after the bankruptcy notice?—I cannot remember the dates.

Is it not a fact that the petition was filed against you on the 1st December?—It must have been.

When did you enter into a contract with the purchaser, or was there a contract with the purchaser?—I went over to Keighley and saw the purchaser towards the end of November, and I arranged this matter and came back and completed it.

Did you go there in consequence of the bankruptcy notice which had been served upon you?—No.

Had you in fact been served with a bankruptcy notice at that time?—I don't think so.

You were served with a bankruptcy notice on the 25th November. Was your journey to Keighley after that date?—I cannot tell you.

Have you disposed of any other property?—No, not to my knowledge.

Are you quite sure that you did not dispose of certain cottage property?—I never had any cottage property. I have no interest in the Hollins Hey Farm.

That is, you have let it at the same rent you paid. I asked you about two bills of exchange which were in the hands of Parr's Banking Company, and you stated that these were accommodation bills and that the bank knew at the time they received them that they were accommodation bills. I understood you to say they did not give value for them. Was that what you intended to say when you were last examined?—I said that the Rothwell Hosiery Company had received in the first place the benefits of those bills, and that the William Rothwell Company received in return accommodation from the Rothwell Hosiery Company, and they had in a shape some advantage by it.

Did you say when last examined that the manager of Parr's Bank knew that those were accommodation bills when they were handed to him?—I do not think I said so.

Did the manager of Parr's Bank know they were accommodation bills or not?—I believe he did all along.

Did you tell him they were accommodation bills?—I must have done. I cannot tell you just what I said four years ago. Parr's Bank don't question but what they were accommodation bills.

Mr. Addleshaw: They do question it. I find in the balance-sheet of William Rothwell & Co., "£431 13s. 10d. machinery supplied to the Bolton Technical School." Is that machinery now at the Technical School?—I don't know.

Did you know it was in the balance-sheet as an asset?—No; but it must be if you say it is.

Was a certain quantity of machinery sold to the Technical School?—No, it was given to them by me.

On your own responsibility?—No, the directors all consulted about it. You have a minute on the book with reference to it.

The trustees tell me there is not one.

If you gave this machinery of the value of £431 13s. 10d. to the Technical School, how is it that in the yearly balance-sheet of William Rothwell & Co. you put down this amount as an asset, with the footnote "to be depreciated?"—I cannot tell you straight off: I should have to investigate it.

If this machinery was given away, and yet appeared as an asset, the balance-sheet would be false because it would misrepresent the position of the company?—I never had anything to do with the making out of balance-sheets, but I thoroughly believed they were correct and truthful. This machinery had to be depreciated.

It was given away; why should it be depreciated? Is it not a false balance-sheet to the extent of this £431 13s. 10d.?—I cannot tell you from memory. If I have time I can explain the matter.

The debtor was subjected to a cross-examination as to the formation of the William Rothwell Company, Limited. He was to receive £50 half-yearly and 15 per cent. of the net profits. For some years dividends varying from 17 to 6 per cent were paid, but from 1892 they had heavy losses.

The Court then adjourned for luncheon.

On resuming after the luncheon interval, Mr. Registrar A. T. Holden took the chair. Mr. Addleshaw continued his examination of the debtor, who admitted that when the heavy loss was reported in March, 1894, the shareholders appointed a committee to investigate, upon which he issued a circular to the committee. In this circular he said he found an opinion prevailing that he

had derived extraordinary benefits from the company, and he therefore submitted the leading facts of the case. He turned over everything without charging a penny for goodwill. For the first three years he spent half his time in travelling on behalf of the company, but paid all his own expenses. In six years he only received for expenses £352, and his commission and salary amounted to £5,763 9s. 11d., making a total of a little over £6,000. This was left in the company, and taken in shares. He told the shareholders he was prepared to give back £13,600 of his shares, or £7,600 more than he ever received from the company, so that besides giving nine years' services he was prepared to make the company a present of £7,600.

Does the letter correctly represent your position with the company?—I believe it does.

Is it not a fact that between 1886 and 1894 you drew out of the company in cash £25,354 10s. 5d.?—I cannot tell you. The only way which I can answer it is that it was for machinery which was exchanged in the mill when the company took it over. The machinery had all been booked in my name, and the company paid for it in my name. It is only a book transaction. I have not had the money. The Union Bank found the money for the machinery, and when the company took it over the Union Bank got paid, but I was simply the means or the handle to pay it.

Do you say you have received £25,354 in cash or not?—I cannot say. I have not got the books.

Mr. Addleshaw: I am informed that in one shape or another Mr. Rothwell got out of the company over £36,000. I want Mr. Rothwell to account for that amount.

Mr. Rothwell said he could not say from memory what he had withdrawn.

The loss reported in March, 1894, replied the debtor to further interrogatories, was from £24,000 to £25,000. Up to that time he had been credited with his 15 per cent. In August of that year an agreement was entered into whereby he sacrificed £2,700 commission on profits, and accepted as managing director a salary varying from £1,000 to £1,500 per annum in lieu of his previous remuneration.

Can you tell me why such an extraordinary document was entered into in a company that was losing from £24,000 to £25,000?—It was against my will that it was entered into at all. I offered to wipe out half the deficiency out of my own shares. I strongly objected to enter into an agreement regarding salary, preferring to wait until the company could pay the commission. This agreement was forced upon me by the directors, by the Investigation Committee, and the accountants.

They preferred to give you the salary mentioned than a limit sum of £2,700 arising from 15 per cent. on profits, which at the time were *nil*?—Yes, but as a matter of fact, I never received it; if I did I paid it back when the company went into liquidation. I never had a shilling out of the concern. I have put money in and drawn money out, but, when everything is examined, it will prove that I have never had a shilling out of the concern since it started.

Do you say the books of the company are not correct?—Oh, no; but there are so many ways of compiling figures to read and riddle anything that I cannot be answerable for the way you have got out your figures.

I have not got them out; they are in the books.

Is it not a fact that you drew a cheque from the company for £2,700?—I say I never did. It is simply a book transaction.

Have you got credit for the cheque in your own banking account (the bank book was produced)?—This must be it.

The Registrar: That is not consistent with your answer before. You said you had not handled it. If that is the cheque you had the money.

Mr. Dickson asked Mr. Addleshaw to look at the entry on the other page of the book, and said this was consistent with the debtor's statement that if he had had the money he paid it back.

Mr. Addleshaw read a letter from Mr. Thorpe to the debtor advising the latter not to draw any money out of the company so as to be prejudicial to it, and he asked Mr. Rothwell if, after this warning, he drew out in cash £1,278?—I could not say; I both paid in and drew out. I did not stop the business of the company because Mr. Thorpe sent a letter.

Mr. Addleshaw: I am told Mr. Rothwell drew out the sum named, and did not pay it into the company. Did you transfer £875 to a person named Robert Rothwell after the receipt of that letter?—If the books say so, yes.

Is Robert Rothwell a relative?—My brother. It was his money. I owed it.

Therefore you made the company his debtor?—Yes, the company owed me the money, and I transferred it to him.

Was that transfer sanctioned by the directors?—There was no need for it. The directors knew of it. I informed them.

Did you also transfer £1,500 to Mr. John Dunn?—Yes.

Why?—For the Rothwell Company's overdraft. I pawned my money for the Rothwell Company, and I am now taxed with having committed frauds and robberies.

You transferred £1,500 to Parr's Banking Company, this being a debt you had guaranteed?—Yes, if the books say so.

Mr. Addleshaw, in applying for an adjournment, said that Mr. Rothwell appeared to think he was trying to get out answers which would prejudice him. Nothing of the kind. He was going into serious matters regarding the books, and he would suggest that Mr. Crewdson and Mr. Rothwell should meet and examine the books together. Probably Mr. Rothwell might have an explanation to offer. At present it appeared that the transactions had been of a most extraordinary character. There had been heavy losses. At one time £30,000 was ruled off, and next they found a further loss of £37,000. How £70,000 should disappear in two years he could not understand. It appeared, too, that the balance-sheets had been falsified and cooked for certain purposes. He did not say by whom, because he did not want to cast imputations. Judging by the piles of books the examination would be lengthy and tedious, and he was willing to give Mr. Rothwell every opportunity of explanation.

Mr. Dickson said Mr. Rothwell had all along offered to meet Mr. Crewdson.

Mr. Addleshaw: Well, now he has the opportunity.

Mr. Dickson said Mr. Rothwell did not keep the books, and could not answer every question off hand. They had, however, offered to render any assistance.

Mr. Rothwell: I want everything gone into—everything cleared up—and more the Hosiery Company than anything else. I will stop night and day until it is finished.

The Registrar said there would be an opportunity of the accounts being gone through before the next sitting.

The examination was then again adjourned.

A BILL OF SALE for £60, covering household furniture, was on February 9th filed against A. R. Andrews, domestic machinery dealer, 13, The Paddock, and 56, High Street, Chatham, in favour of Albert Wilson.

A COUNTY COURT JUDGMENT was on January 25th registered against Brassington & Cooke, mail cart makers, Cable Street, Manchester, for £30.

MECHANICAL & TECHNICAL

THE TRUTH ABOUT ALUMINIUM.

The recent launching of an aluminium torpedo-boat for the French Government, and the striking success which attended her trial trip, have given rise to numberless comments and articles in the press in which, as has frequently happened in the last forty years, aluminium is described as the "coming metal." We are told that the present iron age will be succeeded by an age of aluminium, in which iron will be mainly replaced by the new metal, and that our rivers will be spanned by bridges of spider-web delicacy and untarnished beauty, and traversed by aluminium boats of surpassing speed and lightness. We give a short account of the methods and cost of production of aluminium and of the properties which experience has proved it to possess. It will show that the future of the metal, though bright and of great economic promise, must always be restricted within limits which do not confine the applications of iron and steel. Aluminium is one of the most widely distributed of elements. In combination with silica, it forms a constituent of clays, felspars, and most rocks, and, in combination with oxygen, it occurs as corundum and emery and constitutes the ruby and sapphire. Aluminium is unfortunately one of the most irritating of metals, both as regards its properties when isolated and the extraordinary difficulty which lies in the way of its manufacture. Until the introduction of electrolytic processes, which alone seem likely ever to render this metal available for large work, it was mainly prepared, not from clay, which has never been used for the purpose, but from a hydrated oxide containing iron, and known as "bauxite." This mineral, which is cheap and plentiful, passes through four distinct and troublesome processes of treatment before the metal is obtained. The only hope of salvation lies in the electrolytic processes, and these have lowered the cost until aluminium can now be purchased by the ton (of 98 per cent. purity) at 1s. 9d. the pound. Whether this price can be materially lowered remains to be seen. The electric furnaces now in use commonly reduce either the oxide or the fluoride, but have entirely failed to produce metal of purity comparable with that obtained by purely chemical means, and this difficulty is a very grave one, for extreme purity is essential if aluminium is to retain its most valuable qualities. Aluminium, as most people know, is a white metal with a bluish tinge, nearly as hard as silver, and only a little more than two and a half times as heavy as water—that is, about one-third the weight of iron. It is very malleable and ductile, is capable of taking a fair polish, and is extremely beautiful when finished with a "matt" surface by treatment with an alkali. Its tensile strength is about twelve tons, or, in other words

a bar one inch in thickness would require a pull of twelve tons to tear it asunder. This is, of course, a small strength compared with that of steel. It contracts on solidifying. Its great conductivity for heat, as well as the difficulty experienced in wielding it and in finding a suitable solder, renders it almost impossible to solder it to itself or other metals; and this is one of the most serious difficulties in applying aluminium industrially, and has not yet been satisfactorily overcome, although statements are constantly made to the contrary. Aluminium, when absolutely pure, is not readily tarnished, but as obtained commercially it oxidizes or rusts on the surface, and becomes coated with a white deposit, and, further, is more deeply oxidized in those spots where the impurity is greatest. The action of substances in solution on the metal is peculiar and most troublesome, and must always considerably restrict its uses. For culinary purposes it would be admirable but for the fact that alkaline bodies rapidly attack it, and that even common salt has more than a passing fancy for its companionship and carries it into solution. Here is indicated a probable danger in the use of aluminium in sea water, for unless the metal be protected by painting, a treatment whigh is apparently regarded as an insult to the new metal, corrosion would probably be excessive and rapid. This question will, however, soon be decided by the experience of the French Government with their torpedo boat. The alloys of aluminium with other metals are extremely interesting, and many of them are valuable, but here again the natural "cussedness" of the metal raises a considerable difficulty in the way of its use, for the commonest impurities, iron and silicon, form alloys with it which so reduce its strength, appearance, resistance to corrosion, and other properties, as to render it practically valueless when they occur in more than traces. Even one per cent of iron or silicon causes the metal to tarnish and become eaten into by exposure to ordinary air, and such an amount of impurity is common in the aluminium of commerce. On the other hand, the presence of traces of aluminium in iron, copper, gold, silver, and some other metals is of great advantage. The addition of less than one-tenth of one per cent. of aluminium renders iron far superior for casting, while an equally small amount increases the hardness and general strength, of gold and silver in an extraordinary degree. The alloys with copper are the oldest known and the most valuable commercially. The alloy containing ninety per cent. of copper and ten per cent. of aluminium is known as aluminium bronze. It is of a golden yellow colour, and has a tensile strength equal to that of good steel. It is, however, essential for the production of a good bronze that pure aluminium and pure copper should be used, as the presence of small amounts of impurities reduces the value of the alloys enormously. There is, however, still room for comfort to the admirers of aluminium, and those commercially interested in it. Despite the fact that it is not a cheap metal, and is far from untarnishable, it has innumerable small use even at its present price, and is coming into increasing use. For trinkets, drinking vessels, and ornamental use generally it is unexceptionable. Even its tarnish is less objectionable and more readily removed than that of other metals, and we can look forward to the time when gasaliers, candlesticks, door-knobs, and nearly all the objects to which copper and brass are now applied, may be made of aluminium. This, combined with its use for scientific purposes where lightness is the greatest desideratum, will probably form the arena from which aluminium may oust her opponents; but the New Zealander who is to some day gaze on the ruins of London is not likely to see structures of aluminium standing bright and unharmed in the midst of the oxidized remains of those medals on which we now and perhaps always shall pin our faith.

ELECTRICITY FOR DRIVING SEWING MACHINES.

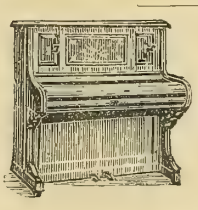
From time to time we hear of electric motors which are to cost but a few shillings, and are suitable for the sewing machine trade. Strange to say, however, on examination they all fail to satisfy the requirements of operators. The objection against them varies, but all we have inspected have been too expensive for general use. It is interesting to notice, however, that there has just expired an important patent which should considerably reduce the cost of electric apparatus for driving sewing machines. We refer to the patent for the Faure accumulator. This patent covered a secondary or storage battery for the reception and storage of electric energy, and referred to leaden plates on which is deposited a coating of metallic salts or oxides, mixed with some inert substance giving body—for example, sulphate of lead mixed with powdered coke and a little gelatine. It has enjoyed a large measure of success in the past. In our opinion it is only by means of a cheap accumulator, and a cheap motor that electricity can be of use in driving sewing machines. We have thus advanced a step towards this goal by the Faure patent having become public property.

Speaking of electric motors, it is interesting to note what Professor Fleming stated at the Royal Institution recently. He essayed to describe the principle on which they work, and in doing so showed the apparatus used by Faraday in 1831 to demonstrate that when a conductor is caused to move whilst within the influence of a magnet a current is set up in the conductor. The original disc of copper pivoted to turn between the poles of a horseshoe magnet, used by Faraday, was also shown. A copper wire, with one end touching the centre of the disc and the other end touching the rotating edge, was joined up with a galvanometer, which at once showed that a current was passing when the disc was spun round. From this arrangement all the elaborate electro-motors now in use have been evolved. By reversing the processes, by sending a current through the wire, the disc was made to spin in the reverse direction.

In concluding his series of lectures the Professor said that he was bound to admit that no satisfactory answer is forthcoming to the simple question, "What is electricity?" The researches of Faraday, of Clerk-Maxwell, and of Hertz lead to the belief that electricity is a wave motion set up in the ether that is assumed to fill the space between the atoms of which the physical world is built; that these wave motions or vibrations (quiverings) are like those that bring sensations of heat, sound, and light to the brain; but whereas the vibrations that give rise to light repeat themselves at the rate of forty-five millions of millions of times per second, in oscillations so infinitely small that 37,000 can take place in an inch without interference one with another, the vibrations of electricity acquire an amplitude measured by yards, and their rapidity, though known to be great, is not yet fully ascertained.

WILL IT DO FOR PRAMS?

An old idea appears to have received a new application by a Boston, United Sates, firm, who have obtained a patent for it. The notion is to apply sheet glass as a veneer to furniture and general woodwork so as to give it the appearance of any fine wood, with the additional attraction of a very highly-polished surface. Dyes, colours, and varnishes of the ordinary kinds are applied to one side of the pane of glass, and when the appearance of feathered mahogany or what not has been impressed by sponges, feathers, brushes, and so forth, the coated side is applied to the part it is to decorate, and the pane fixed there in a beading or otherwise.



Section

Last year the United States imported musical instruments to the value of £120,000, and exported same to the value of £200,000. England received £923,920 worth of instruments from all countries, and exported this class of goods to the value of £166,000.

Mr. Bechstein has issued a warning to the effect that it has come to his knowledge that certain pianoforte manufacturers intend to imitate his models, both outwardly and inwardly, and he begs to give notice that his models and designs are registered, and that he will take proceedings against any one imitating them.

Mr. D. M. White has patented in America a new tuning and stringing device for pianos, and claims that by its adoption all the pressure of the strings comes on the solid plate-bridge, and the wrest-plank is thus almost entirely freed from strain. The device consists of an L-shaped lever made of cast steel, the short arm of which fulcrums against the plate-bridge. The long arm of the lever is provided with a forked end which is engaged by a screw wrest-pin having a shoulder above and below the fork. The wrest-pin is otherwise just the same as any other and can be tuned with the regulation tuning hammers.

For combination of business and sentiment this notice is hard to beat: "Mr. Bronson has the honour and regret to inform his patrons and friends that he has just published a new waltz, 'The Breeze of Ontario,' and lost his daughter, Susan Deborah, aged fifteen years. The waltz is on sale at all music-sellers, and the funeral will take place to-morrow morning at eleven o'clock."

An international music trades' exhibition is announced to be held on June 13th to June 26th at the Agricultural Hall, Islington, N. The executive announce that already the leading houses have booked space, and that numerous foreign firms will support the exhibition.

The maker of good pianos (said Mr. Hugo Sohmer to a New York interviewer) cannot reduce his price any more than he can reduce his quality. The makers of good pianos are the salvation of the music trade to-day. They keep up their standard, and keep the line of demarcation between the good and poor pianos. Mr. Sohmer does not believe that the extensive sale of the cheap piano is hurtful to the good ones. In the case of high-grade pianos he says that the increase is steady, and the class of trade naturally of that kind impossible to be affected by the low prices of inferior goods. He thinks that to-day, as never before, the influence of a well-established name is a help in the sale of a piano no less than in its selection. He leans to the belief that as the cheap pianos grow cheaper in price the good ones will grow proportionally better in demand and higher in price. The line which distinguishes the two classes will grow deeper and more distinct, and the buyers who appreciate a really first-class piano will be the more ready to pay a fair price for it.

"This old-established firm," says the *Court Journal*, referring to Messrs. John Broadwood & Sons, "may rejoice in a fact which is almost without parallel in the annals of commerce. It is, that a manufacturing house holding warrants of special appointment to the sovereigns of England during five successive reigns, should have flourished continuously under the administration of no less than *six* generations of the same family in direct lineal descent from the founder. These generations, we may remark, are represented first by Burkardt Tschudi, a famous harpsichord maker, who constructed instruments for Frederick the Great and the Empress Maria Theresa of Austria, and who established himself at 33, Great Pulteney Street in the year 1732; secondly by John Broadwood, son-in-law of the founder, who became partner in 1769; thirdly, by James Broadwood (grandson), 1796; fourthly, Henry Broadwood (great grandson), 1836; and fifthly by Henry J. T. Broadwood (great-great-grandson), 1881. The *sixth* generation is, now, represented by Mr. William Carey Dobbs, great-great-great-grandson of Tschudi. To those who are intimate with the honourable history and gradual extension of the Broadwood house, it will be evident that the continuous reinforcement of fresh blood from the same good old stock has been a noteworthy factor in the uninterrupted progress of the firm. Mr. Dobbs is a B.A., Cambridge, and came out one of the senior optimi in mathematics. He has, for some time past, been diligently acquiring an insight into the business of his firm, to whom his accession will doubtless prove of considerable future advantage.

H. MUNDLOS & CO.,

MAGDEBURG, N. GERMANY.

Manufacturers of Sewing Machines, Established **1863**, invite dealers to ask for Price Lists of the celebrated

"VICTORIA" SEWING MACHINES.

UNEQUALLED FOR THEIR HIGH FINISH, RELIABLENESS, AND DURABILITY.

MADE IN 5 DIFFERENT SIZES FOR FAMILY USE AND MANUFACTURING PURPOSES.

AUTOMATIC PRESSER FOOT,

English Patent No. 3,235.

UNIVERSAL DARNING APPARATUS,

English Patent No. 10,124.

Exclusive Territory will be given to Responsible Dealers.

A FEW WORDS AS TO PAWNBROKING.

Since the question of the relative rights of pawnbrokers and hire traders has now reached an acute stage, it may not be uninteresting to our readers if we give a short account of the history of pawning. Further, it will not be amiss if we give an outline of the first statute passed in this country (James I.) in connection with pawnbroking, which shows that our ancestors fully realised that it was necessary to place severe restrictions upon pawnbrokers, so far as regards the taking in pledge goods not the property of the pledgers.

It is beyond doubt that the custom of pawning was established many hundreds of years before the invention of a circulating medium. We have in Genesis, chap. xxxviii. vers. 17, 18, 20, the first record of a pawning transaction, this being between Jacob's son, Judah, and Tamas, his daughter-in-law. This lady was apparently endowed with the commercial instinct, for, as the story runs, she demanded, in the business-like manner of a nineteenth-century pawnbroker, the signet, the bracelets, and the staff as a pledge. Judah then sends his servants with a kid to redeem his property; the only difference between this transaction and one of the present day being that the former was paid in kind and the latter in coin of the realm. It is reasonable to suppose that, although this appears to be the first recorded case of pawning, it was at the time, and probably had been for many years previously, an established custom.

In Exodus xxii. 26, 27, we read, "If thou at all take thy neighbour's raiment to pledge, thou shalt deliver it to him by that the sun goeth down." The reason for this injunction follows immediately—"for that is his covering only, it is his raiment for his skin, wherein he shall sleep!" What, think you, would a pawnbroker of the present day say to a man who, having pledged his night shirt or his blanket, called in the evening and requested its return, unless he was prepared to pay the amount of the loan and interest? The quotation is sufficient to show that even in the time of Moses giving and taking in pledge was sufficiently common to merit recognition and protection from the great law-giver. It is unnecessary for us to recite the multiplicity of illustrations of the prevalence of pawning "when the world was young." In more modern times the Jews who settled here about A.D. 750 were the first professed pawnbrokers and moneylenders, and were principally located in Old Jewry, London. The charge for interest varied, between the years 1060 and 1290, from 2d. to 3d. per pound per week. In 1264, as the result of an attempt on the part of a Jew to obtain more than 2d. in the pound per week from a Christian, the populace rose against the pawnbroking fraternity, destroyed a Jewish synagogue, and in the riot that ensued 700 Jews were killed. In 1275 the unfortunate Israelites were forbidden to take interest on pain of death, and fifteen years later were summarily expelled the kingdom by Edward I. Pawnbroking was then carried on almost entirely by the Lombard merchants, who are reputed to have lent Richard Cœur de Lion a considerable sum. In 1546 the taking of interest was made lawful, the legal rate being fixed by 37 Hen. 8, cap. 9, at 10 per cent. This statute was repealed in 1552, but afterwards reenacted in the reign of Elizabeth.

The first statute dealing with pawnbroking was passed in the first year of James I., and enacts that no sale or pawn of any stolen goods to any pawnbroker in London, Westminster, or Southwark, shall alter the property therein, and that pawnbrokers refusing to produce the goods to the owner from whom stolen shall forfeit double value.

In 1785 every pawnbroker was required to take out a licence upon which a duty of £10 was payable by traders in London, Westminster, and other parts of the metropolis, and £5 beyond these limits. These duties were raised in 1815 to £15 and £7 10s. respectively, and were again altered by the "Pawnbrokers' Act 1872," to a uniform duty of £7 10s. The same statute repealed the Act of 1800, which has been found by a Select Committee of the House of Commons to be most unsatisfactory. The Act of 1872 is the one now in force. It is unnecessary for us to recite its provisions as most persons are aware of the conditions attaching to pawnbroking transactions of the present day.

The majority of hire traders must have heard of the leading case of Singer *v.* Clark, in which it was laid down that a pawnbroker taking hired goods in pledge acquired no title or lien to them. He must deliver them up unconditionally to the owner. This decision was practically undisputed until in 1893 the case of Lee *v.* Butler fell like a thunderbolt upon the hire trade and even the pawnbrokers themselves.

The pawnbrokers are certainly not to be blamed for endeavouring to get the right to take in pledge any article offered to them. Practically, the only risk they run as traders is that of taking in pledge goods other than the property of the pledger. It is clear, however, that if every article offered to them could be lawfully accepted by them the line between pawnbrokers and licensed receivers of stolen goods would be too finely drawn to be distinguishable in the case of many in the trade. There really must be placed on the shoulders of the pawnbroker a responsibility as to what goods he takes in pledge or no man's property would be safe from conversion. No one recognises this fact more than the pawnbrokers as a body, for they have never had the courage to promote a Bill in Parliament to give them the relief which they say is due to them. The Factors Act, which has caused so much litigation was none of their introducing, and even the famous 9th section, which they claim was passed to hit the hire system was never the subject of discussion in Parliament, from their point of view not a word was said in either the House of Lords or the House of Commons as to dealing with the hire system by means of the last Factors Act. The pawnbrokers, however, having won Lee *v.* Butler, but fearing that optional agreements were not hit tried to get a clause inserted in the Sale of Goods Bill of 1893, which would secure them all they required. But this little scheme was frustrated, no small thanks to the H.T.P.A., who took ample steps to checkmate the move. Nothing daunted, the pawnbrokers introduced in April last a Bill to amend the Factors Act, in a direction which would serve their interests, but this also was strenuously opposed by the H.T.P.A., and at length abandoned.

No doubt other steps will be taken by the pawnbrokers in order to get rid of their liability, but they have little hope of success if the other traders interested are only thoroughly organised for defence.

One difference between the hire-trader and the pawnbroker must not be overlooked. The former is fighting entirely to save himself from loss. The unscrupulous pawnbroker, on the other hand, is not so much anxious to avoid loss as to be at liberty to take in pledge hired goods for the purpose of gain. This is the principal point of cleavage between them. Of course "uncle" will be ready to concede that he must act *bona-fide* but, practically, that amounts to nothing. When we find pawnbrokers taking in pledge workhouse uniforms from local paupers and cases of new surgical instruments made within a few yards of their shop, without making a single inquiry, we are entitled to be suspicious of giving them increased powers. Remember, further, that it is to their interest to accept and not to refuse goods if there is no risk as to title.

NOTICE.

In the High Court of Justice,
Chancery Division,
Mr. Justice Chitty.

THE AUTOMATIC KNITTING MACHINE COMPANY, LIMITED, v. W. MORRIS & CO., BRADFORD.

By Injunction this day granted, the defendants, their servants, or agents were restrained from infringement of the Letters Patent, No. 16,483, of 1889, for inventions in Knitting Machines, which Letters Patent are the property of the Plaintiff Company, and the defendants were ordered to pay the Plaintiff Company the sum of £50 by way of liquidated damages and their costs of action.

SWEPSTONE & STONE,
31, Great St. Helens, E.C.
Plaintiffs' Solicitors.

8th December, 1894.



Section

THE PLATE LICENCE QUESTION.

So many of our readers are interested in the question of licences for the sale of plate that we make no apology for again referring to this subject.

The Sheffield Chamber of Commerce, some time since, passed a resolution in favour of the total abolition of the licence for the sale by retail of gold and silver plate. As this was done without opposition and as the seconder of the motion was a member of one of the largest firms of silver and electro-plate manufacturers in the world, the jewellers and plate dealers throughout the country naturally inferred that the resolution reflected the views of the silver and electro-plate manufacturers of the city. To say that the action caused surprise is to put the feeling evoked too mildly. At this time the retail jewellers were engaged in the task of establishing an Association, the primary object of which was to exert influence upon Parliament in favour of the retention of the licence, and it can be easily imagined that some of the leaders of the opposition were indignant with the manufacturers of Sheffield for their supposed hostility to the movement. It was felt, and rightly so, that the interests of the manufacturers of and dealers in these goods are so identical that the two sections ought to be united. Indeed, unity was declared absolutely necessary if the new Association was to succeed in its object. The *Jeweller and Metalworker* then set to work to show that scarcely a single firm engaged in the silver and plate industry was anxious for the abolition of the licence, but on the contrary that they desired its retention and even an increase in the cost. That journal published letters from thirty different Sheffield firms to that effect. Now there is a probability that the Chamber of Commerce will rescind the objectionable resolution. In the annual report of that body there appears the following paragraph :—

> At the instance of the Worcester Chamber of Commerce the Council considered whether, having regard to the existing depression in silver, the licences at present required from retail dealers for the sale of plate should not be abolished, and eventually they came to a resolution that the time had now arrived for the abolition of these licences, and stated their opinion that such a removal would assist the trade in silver articles. The resolution of the Council has led to a considerable amount of notice in the public press, and many members of the Chamber, engaged in the silver and electro-plate trade, having expressed their doubts as to the wisdom of the Council's resolution. The Council, however, call attention the fact that the resolution was proposed by a manufacturer largely interested in this particular trade, and desire to express their opinion that it is a matter which more closely concerns the trade itself than the general public, but the Council invite expressions of opinion from the members at the annual meeting with regard to the matter.

At the meeting of the Council, on Thursday in last week, Mr. Belk (Roberts & Belk), and Mr. J. E. Bingham (Walker & Hall), expressed, on behalf of the silver and allied trades, their opinion that the resolution had been adopted without full consideration, and that those interested in the question were not favourable to it, and it was understood that the Council would deal with the matter at their next meeting.

It would thus seem that the opposition to the abolition of the licence is too strong among those principally interested to expect that it will succeed, and since it would mean a loss to the revenue no support could be expected from the Government.

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Washing, Wringing, & Mangling Machines

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WANTED -All Mangle Buyers to send Post Card for Catalogue and Reduced Lists.

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TO ROYALTY AND THE ELITE OF EUROPE.

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49, HOLBORN VIADUCT, LONDON, E.C.

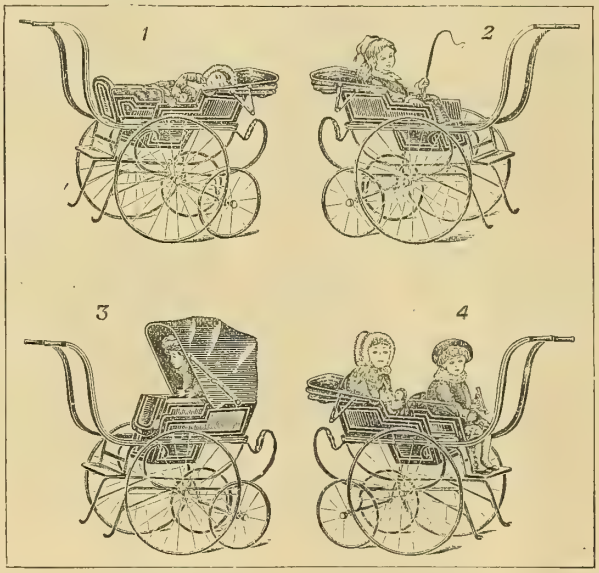
HARROP'S

Greatest Triumph in Baby Coachbuilding.

Patent Combination BABY CARRIAGE AND MAIL CART.

Convertible to 4 Positions.

(Patent No. 16,502).



No Dealer or Home should be without one.

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55, TIB STREET (off OLDHAM STREET), MANCHESTER.

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SEE ILLUSTRATIONS IN SUPPLEMENT.

W. FOSTER & CO.,

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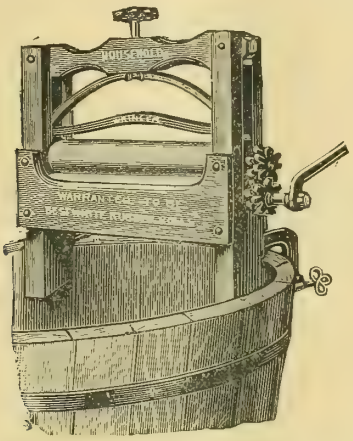
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

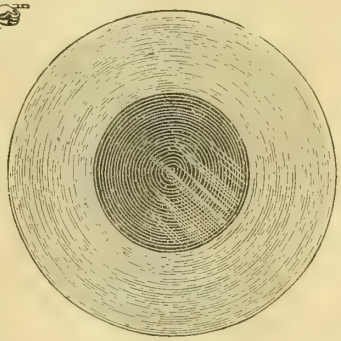
The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS?



This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle. We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.

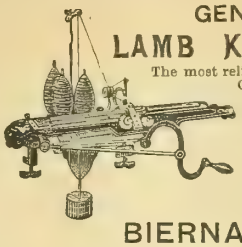
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

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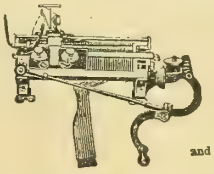
LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
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For all kinds of Garments, with special automatic attachments.

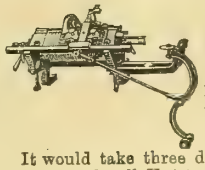
BIERNATZKI & CO.,
44, MANSFIELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post. TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 49, Upper Brook St., Manchester.



The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything, in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

The *Cycle Manufacturer and Dealer*, a new weekly, which gives promise of success, has just awarded a prize of five guineas in a competition as to what are the best articles for a cycle dealer to take up. Mr. Pickering, the winner, gives an enormous list, ranging from air guns to watches. His best suggestions appear to be shooting and other appliances connected with sport and pastime, domestic machinery, and children's carriages.

Mr. S. H. Justin, of the Nimrod Cycle Company, of Bristol (and a member of the committee of the Bristol branch of the H.T.P.A.), informs us from Australia, where he is now travelling in the interest of his company, that he had arranged to travel by the ill-fated *Wairarapa*. Fortunately, however, he was detained at the last moment, and was thus saved from a watery grave.

The *Cycle Manufacturer and Dealer* says that where exceptionally light gauge tubing is employed in making featherweight cycles instead of using brass spelter for brazing the joint it is well to use silver spelter, the same as the silversmiths use. It requires less heat, and consequently does not scale the tubing, and it makes the joint equally as strong as brass. Of course, it is a little dearer.

Mr. Edward B. Rillen, of Belfast, has patented a novel pneumatic tyre, which consists of two flat hoops concentric with each other, and allowing a space of 1½ in., or thereabouts, between them. Two inflated air tubes are placed side by side between the hoops, and whilst the tubes are connected together by their covering materials the hoops also are connected together by a series of short chains attached centrally between the tubes, the wheel itself, which is built on to the inner hoop, being thus suspended to the outer hoop through the air cushion.

The *Cyclist* says:—"The cycle agent, pure and simple, so long as he cannot show a clear bill as to his financial stability, and assure the manufacturers of the soundness of his position, will, this year, find it somewhat difficult

to obtain goods wherewith to trade if he desire credit. In the course of a late conversation with the partners of a very well-known house, whose headquarters are upon the Viaduct, we were assured that many small agents last year had taken half-a-dozen machines and upwards, for which not one penny had been received on account. Small wonder, then, that this house are devising other means of offering their machines to the public."

JOTTINGS

Our readers will please see that they receive with this issue a copy of our Annual Supplement, "Buyers' Guide to the New Season's Designs in Children's Carriages," which is, as usual, gratis.

The Singer Manufacturing Company have purchased very extensive premises in St. Paul's Churchyard (eastern side), which they are now fitting up to serve as their headquarters for the United Kingdom, in place of their premises in Foster Lane, which are too small for their requirements.

Mr. A. D. Frood resigned the management of the Singer Liverpool district just as we went to press last month. He entered the company's service in 1866 at Manchester, and a year later went to Leeds, where at this time not three Singer machines were at work in any one factory. For twenty-one years Mr. Frood concerned himself with building up a trade among the factories, his largest order from a single firm being one for 500 oscillators in June, 1888. As showing the ideas as to a factory trade in vogue in the early days of the trade, it is interesting to note that the deceased President, Mr. G. R. McKenzie, once reprimanded Mr. Frood for taking an order to supply a gas engine and power fittings in connection with a sewing machine installation, on the ground that these articles were foreign to the trade! Mr. Frood was transferred to Liverpool district in July, 1888, where he remained as district manager until January 28th last, when he resigned.

Mr. Frood has seen the company, with whom the best years of his life were spent, grow by leaps and bounds. Their total sales when he joined the company were only 30,000 machines per annum, and their only addresses in the U.K. were London, Manchester, Liverpool, Leeds, Glasgow, and Dublin.

Several changes have recently taken place in the Singer staff. Among these we might mention that Miss Craven, one of the cleverest saleswomen who have ever entered the trade, after fifteen years' service in the Leeds and seven in the Liverpool office, has resigned her position.

Mr. T. De Rinzi, late of the Chiswell Street office, has been appointed Singer district manager at Newcastle, in succession to Mr. Wilkinson. Mr. Geo. McLean has succeeded Mr. Lennington as district manager at Belfast, and Mr. Woodard, late of Manchester, is now in charge of the Singer Plymouth district, *vice* Mr. W. J. Sang.

We might add to the foregoing changes that Singer's have now raised Aberdeen to the dignity of a district office, with Mr. W. K. Russell, late book-keeper in Glasgow and London, in authority. Further, that Mr. Freshwater, after twelve years' service in the company, has been appointed to succeed Mr. Frood at Liverpool.

Patents applied for in 1894 numbered 25,372. This represents an increase of 250 over 1893. Although there has been a steady increase in numbers yearly ever since 1886, it would appear that a maximum is not far off, for 250 is a smaller increase than in any previous year.

Last month a domestic servant in the employ of Mr. J. Daniels, the well-known Battersea sewing machine dealer, was committed for trial for a most impudent theft. It appears that early one morning, before the family had left their beds, she dressed herself in Miss Daniels' clothes, and taking also this young lady's watch and handbag, made her way to Brighton, where she was subsequently arrested.

Mr. C. R. Doctor, proprietor of the newly-started Victoria Sewing Machine Mart, 1, Church Gate Street, Fort, Bombay, sends us specimens of his circular matter. From this we learn that he holds the sub-agency for the Wheeler and Wilson and the Bombay sole agency for the "Domestic" machines. He also deals in knitting and embroidery machines.

A fine of 10s. and costs was imposed on Wm. Curtis, of Barton, last month, for injuring a bailiff's finger during a distress on a sewing machine.

Last month, at the Bradford Police Court, Allan Clapham, 16, a clerk in the employ of Mr. Joseph Appleyard, sewing machine maker, Harris Street, Bradford, was charged with stealing five cutters and other things the property of his employer.

At a meeting of the stockholders of the Wheeler and Wilson Manufacturing Company, held at the head office of the Company, in the U.S., on January 25th, the following board of directors was elected:—S. H. Wheeler, William H. Perry, Fredrick Hurd, Isaac Holden, Bridgeport; A. S. Chase, Waterbury; C. N. Weyland, Joseph C. Willetts, F. Kingsbury Curtis, New York; D. N. Morgan, Washington. After the stockholders' meeting the directors met and elected S. H. Wheeler, president; Isaac Holden, vice-president; Frederick Hurd, secretary and treasurer.

The German sewing machine papers speak of a form of magnifying-glass for use in setting the needle, threading, &c.

In our last issue, through an error on the part of our informant, we stated the liabilities of Williamson & Co., of Banbury, at £168 1s. 3d. This should have read £1,268 1s. 3d.

Messrs. W. J. Harris & Co., Limited, of Haymerle Road, Peckham, S.E., intend devoting more attention than formerly to the wholesale sewing machine trade. They have taken up the wholesale agency for Stoewer's sewing machines, and have just built a warehouse which will hold 2,000 machines, so as to be able to supply dealers with promptitude.

Messrs. G. H. Wells & Co., the well-known Birmingham perambulator manufacturers, now have showrooms at 30, Gray's Inn Road, London, W.C., Mr. H. Garland acting as their agent.

We recently had the opportunity of inspecting the new factory of the Two-Reel Lockstitch Sewing Machine Company in Argyle Street, Nechells, Birmingham. We found that great progress had been made with the premises, which cover a large area of ground, and that the company are now executing orders. It will, however, take some two or three months to complete all the buildings, which will then have a large capacity, which can be increased as occasion requires by adding additional floors. We might add that the family machine is now quite perfected, also all the tools for making same.

Mr. George W. Phillips, the general manager of the Vertical Feed Sewing Machine Company, writes to us as follows:—"In a recent issue you inserted a paragraph in which James M. Howe claimed that the invention of Elias Howe, junr., was the result of a dream. Being as you are possibly aware intimately acquainted with the Howe family, I wrote to my friend George W. Howe, of Cleveland (cousin of Elias), asking him who James M. Howe was, as I had never heard of him. In reply I have received a letter dated Cleveland, 23rd January, of which the following is an extract: 'I duly received yours of 2nd inst., containing clipping in which James M. Howe claims E. Howe, junr.'s invention was the result of a dream. In the first place Elias Howe never had a cousin by the name of James, and if any dreaming has been done, James M. has been doing it.'" We thank Mr. Phillips for correcting our inaccurate statement, but we only published the paragraph as a quotation from the Chicago *Sewing Machine Advance*.

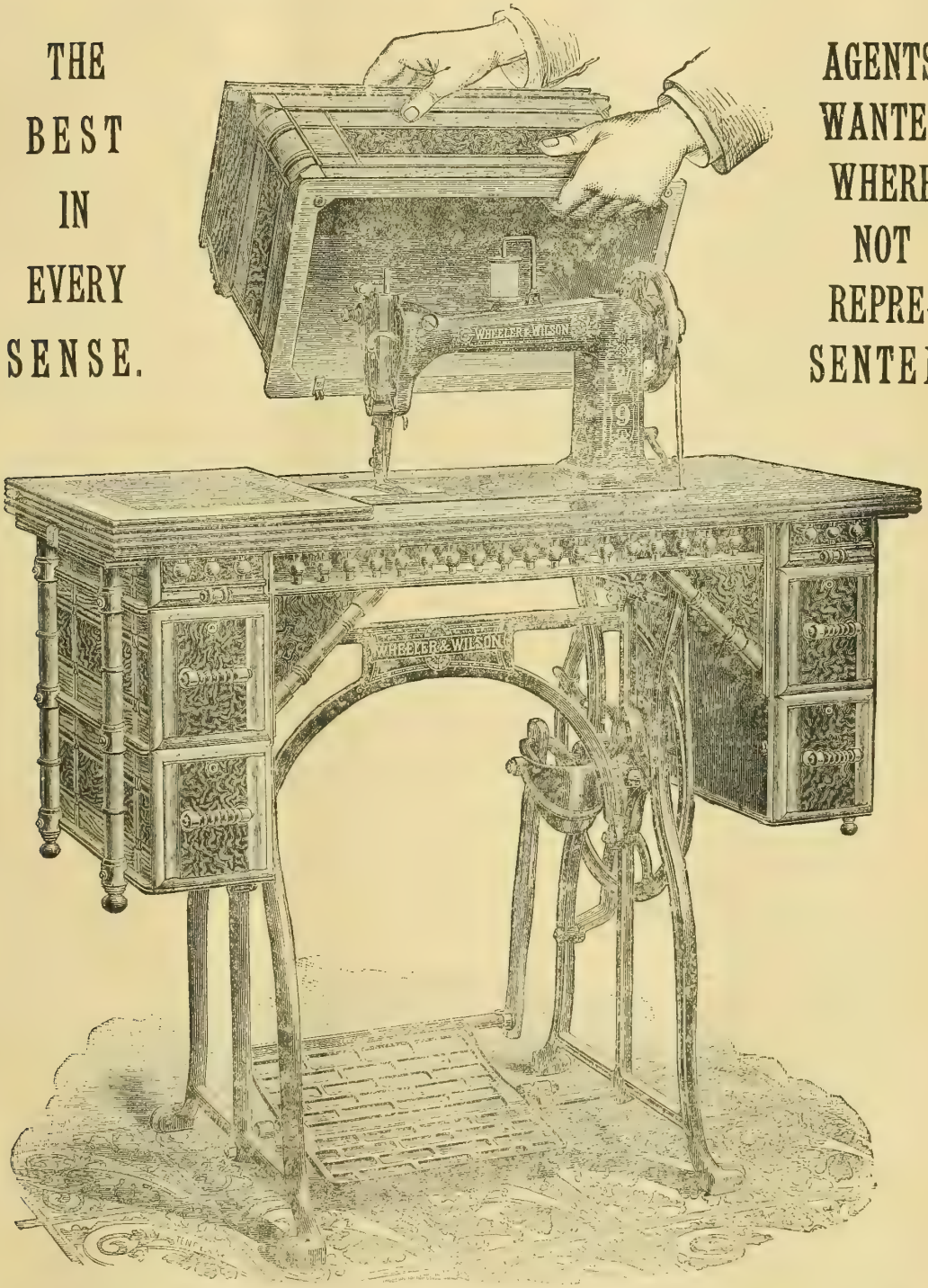
THE LEADING FAMILY SEWING MACHINE.

WHEELER & WILSON'S No. 9.

"A Thing of Beauty is a Joy for Ever."

THE BEST IN EVERY SENSE.

AGENTS WANTED WHERE NOT REPRE-SENTED.



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Note the New Address:

Chief Offices: 6, 7, 8, 9, 10, & 11, Paul St., Finsbury, London, E.C.

THE

Hire Traders' Protection Association.

REGISTERED UNDER THE LICENCE OF THE BOARD OF TRADE, JUNE 21, 1891.
WHEREBY THE LIABILITY OF MEMBERS IS STRICTLY LIMITED.

Constitution and Objects. This Association is a combination of dealers in articles sold on the Easy Payment and Hire System, and, according to its Rules, its objects are "the protection and furtherance of the interest of persons trading on what is known as the Hire Purchase System, and to ensure for hirers fair and honourable treatment."

It is purely a co-operation of traders aiming at raising the tone of the Hire System and the assistance of hire traders in cases of difficulty, for which purpose it retains one of the best legal authorities, Mr. H. E. Tudor, whose fees are fixed at one-half (or less) the usual solicitor's charges.

Subscriptions. The annual subscription is one guinea for town members, and half-guinea for country members, commencing any date.

Advantages. The Association supply, firstly, a legal form of hiring agreement, which it considers fair between owner and hirer. Should this agreement be broken by the hirer, Mr. Tudor, the solicitor to the Association, will write the hirer at the member's request, at a charge of 6d. Should the goods be pledged, he will write the pawnbroker stating the owner's title to the goods, and endeavour to get them returned; the same remarks apply to landlords, carriers, or other persons in wrongful possession. Mr. Tudor can be consulted at certain times (see Rules) free of charge, and at all times will give written advice on legal difficulties at a charge of 1s. in ordinary cases. Should members desire to conduct their own cases, the solicitor's charge for drawing up the brief is 3s. 6d

Country Members. In order that country members shall not be at a disadvantage, Mr. Tudor has drawn up a series of forms which, when filled in, will render a personal consultation unnecessary.

Branch Associations will be formed wherever sufficient support is forthcoming from local traders.

This Association has already done much useful work. A large number of defaulting hirers have resumed their payments, and goods to a considerable value have been recovered from pawnbrokers and others in wrongful possession. The Association aims at using its influence in such a manner as will reduce litigation as much as possible, but its solicitor has undertaken numerous actions, principally against landlords, and with unusual success, due largely to the unparalleled experience of its legal staff.

The Committee therefore invite all firms doing an Easy Payment or Hire Trade to join this Association.

For further particulars apply to the Secretary,

SAMUEL JAMES SEWELL,

28, 29, & 30, *Paternoster Row, London, E.C.*

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

912. C. C. Hookway, for improvements in mail carts and the like for children.

1,147. F. Simmons, for improvements in button hole sewing machines.

1,511. E. Kohler, for improvements in sewing machines.

1,784. J. Gilman, for improvements in or connected with the holding or supporting of cards of silk or other thread upon sewing machines.

1,894. H. B. Murdoch, for improvements in perambulators and mail carts.

2,095. J. Higham, for improvements in circular knitting machines.

2,122. F. W. Kitto, for improvements in sewing machines.

2,190. W. Harrison and C. W. Harrison, for improvements in knitting machines.

2,502. S. W. Eden and H. W. Scothon, for improvements in the production of designs upon knitted fabrics.

2,525. C. H. Aldridge, for improvements in rotary or flat bar knitting machines.

2,531. H. H. Lake, a communication from S. H. Wheeler, of United States, for improvements in hemmers.

2,577. O. H. Webb, for improvements in working embroidery in the pantagraph and similar embroidery machines.

2,653. A. Eppler, for improvements in sewing machines.

2,782. J. F. Cosgrove, for an improved adjustable mail cart.

2,807. G. Blackburn and S. Jamson, for improvements in circular knitting machines.

2,814. C. H. Aldridge, for improvements in rotary or flat bar rib knitting machines.

2,923. W. S. Ward and H. Francis, for improved apparatus applicable to circular knitting machines.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

(Price 8d. each.)

18,634. *Knitting Machines.* The Boas-King Knitting Machine Co., Ltd., of Tanfield Chambers, Bradford. Dated October 2nd, 1894.

This invention consists in various improvements in the machine forming the subject matter of Letters Patent, No. 13,994 of 1892.

19,122. *Improvements in Sewing Machines.* A. Anderson, The Singer Manufacturing Co.'s Works, Kilbowie, Dumbartonshire. Dated October 9th, 1894.

In machines for performing fancy stitching in which the lateral movements of the needle bar are controlled by a pattern cam having an intermittent rotary movement imparted thereto from the continuously rotating driving shaft, much difficulty has been caused when the ordinary pawl and ratchet mechanism has been used. This invention obviates the difficulty by the use of a "positive ratchet mechanism," whereby a toothed wheel to which the pattern cam is attached, is at all times held positively by its operating dog which is caused to engage the teeth of the said wheel when the teeth of the operating dog are released therefrom. These improvements render it impossible to get a pattern cam wheel which has once been properly set relative to the feeding mechanism and other parts of the machine out of timing.

21,727. *Improvements in automatic knitting machines.* L. N. D. Williams and R. W. Scott, of 2,077, E. Cumberland Street, Philadelphia, U.S.A. Dated November 10th, 1894.

This invention relates to improvements in knitting machines forming the subject matter of Letters Patent, No. 1,417, of 1891.

The present improvements have for object to permit of the operation of the machine at a higher speed than heretofore, during the rotary movement, and to provide for automatically varying the length of stitch produced.

22,123. *Improvements in lock sewing machines.* B. Willcox; a communication from H. Springmann, of 40, Hindersinstrasse 3, Berlin. Dated November 15th, 1894.

The object of this invention is to improve the construction, combination and arrangement of the operative parts of sewing machines wherein the loop of the upper thread is carried round the lower thread by means of a rotary thread-catcher or loop-taker.

23,013. *Sewing machines.* J. Morrison, 75, Cowley Road, S.W. Dated November 27th, 1894.

The chief object of this invention is to reduce the working parts to a minimum so that it can be produced cheaply. The parts consist essentially of a vertically riciprocating needle bar and its actuating levers, a revolving looper and its shaft, a thread tension and an automatic feed with a workplate and stand.

24,682. *Sewing machine.* J. Kohler, of Limbach, Saxony. Dated December 18th, 1894.

This invention relates to improvements in the production in a sewing machine of a stitched and looped edging for protecting and ornamenting the cut edges of woven or knitted fabrics.

UNITED STATES PATENTS.

Issued and Dated January 1st, 1895.

531,741. C. McNeil, Chicago, Ill., machine for sewing fabrics.

531,770. W. S. Brown, Bedvidere, Ill., feeding mechanism for sewing machines.

531,771. W. S. Brown, shuttle for sewing machines.

531,877. J. W. Smith, Canton, Ohio, embroidering attachment for sewing machines.

531,988. W. R. Abercrombie, Bridgeport, Conn., ruffler for sewing machines.

Issued and Dated January 8th, 1895.

532,074. T. Kundtz, Cleveland, Ohio, sewing machine table or cabinet.

532,203. M. A. J. Keane, Amsterdam, N.Y., striping attachment for knitting machines.

532,344. E. H. Smith, New York, N.Y., sewing machine.

Issued and Dated January 22nd, 1895.

532,788. C. E. Kelley, Laconia, N.H., circular knitting machine.

532,957. J. D. Hemphill, Huntington, Conn., feeding attachment for knitting machines.

Issued and dated January 29th, 1895.

533,163. E. and R. Cornely, Paris, France, sewing machine for edging.

533,215. W. R. Dillmore, Philadelphia, Pa., circular knitting machine.

533,301. E. E. Laperriere, Amesbury, Mass., sewing machine.

533,327. W. G. Tillon and J. W. Clapp, New Haven, Conn., sewing machine.

533,328. W. G. Tillon, shuttle for sewing machines.

533,380. G. W. Stewart, Chehalis, Wash., combined sewing machine and secretary.

Applications for Letters Patent.

24,591. T. M. Cannon, for improvements in rocking cradles for invalids, and chairs combined.

24,682. J. Köhler, for improvements in the formation of stitched protective and ornamental borders for the edges of woven or knitted fabrics.

24,700. A. Lyon, a communication from E. M. Lyon, of Australia, for an adjustable pin tray attachment for sewing machines.

24,711. N. A. Aubertin, for improved mechanism for driving sewing and other machines by foot power.

24,729. A. Carpentier, for improvements in and relating to embroidering machines.

24,914. T. Hardstaff, for improvements in or relating to children's mail carts and perambulators.

24,982. T. Wilde, for improvements in or relating to knitting machines.

25,124. W. P. Thompson, a communication from W. Heidelmann, of Germany, for improvements in knitting machines and the like.

25,336. P. Mathiesen, for improvements in the construction of perambulators, mail carts and the like.

25,357. P. R. J. Willis, a communication from M. Tobener, of United States, for improved folding attachments for sewing machines.

95. H. A. W. Middleditch, for a new or improved automatic mechanical brake appliance for perambulators and vehicles.

161. J. White, for improvements in sewing machines.

408. W. P. Thompson, a communication from W. H. Zellers, of United States, for improvements in or relating to knitting machines.

448. H. L. Bingham, for improvements in tuck sewing machines.

468. E. H. Smith, for improvements in wax thread machines.

674. L. Serra, for an improved device for sewing fabrics.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

(Price 8d. each.)

22,450. *Sewing Machine Needlethreader.* P. Bralley, of Oakland, Cal., U.S.A. Dated November 20th, 1894.

The object is to provide a device which is adjustable with relation to the needle, and needle bar so hinged that it may be turned up out of the way when not in use, and readily turned down to clasp the needle, having a hole through it which exactly coincides with the eye of the needle and serves as a guide to direct the thread through the eye, the device being made in two separable parts which will open automatically by a slight pull to allow the device to be moved away, leaving the needle and thread in position for use.

21,350. *Knitting Machines.* H. H. Lake, a communication from J. Miller, of Providence, R.I., U.S.A. Dated November 6th, 1894.

Relates to "straight" knitting machines. Movable warp guides are provided, arranged to be worked successively in sections or series, whereby they are thrust outwardly so as to hold the warps away from the filling guide as the latter travels along, and are then drawn back so as to avoid contact with the rising needles, the warp guides remaining in the rearward position until after the descending needles have formed the corresponding portion of the knitting thread into loops or stitches.

24,910. *Sewing Machines.* H. H. Lake, a communication from the Lincoln Sewing Machine Company, of Exeter, New Hampshire, U.S.A. Dated December 27th, 1894.

The objects of the invention are to provide means to automatically release and renew the tension on the thread at the desired part or parts of the formation of the stitch, thus preventing any unnecessary tension on the thread while being passed either through the needle, the stock or elsewhere, which would tend to rupture the thread or cord, or cut the stock, also to provide means whereby the tension is automatically released by the stopping or renewed or brought into condition to be renewed by the starting of the machine; also to provide means to automatically withdraw the back gauges from contact with the stock by the stopping of the machine, thus facilitating the removal of the stock from, or the placing of the stock upon the machine into proper position to be sewed.

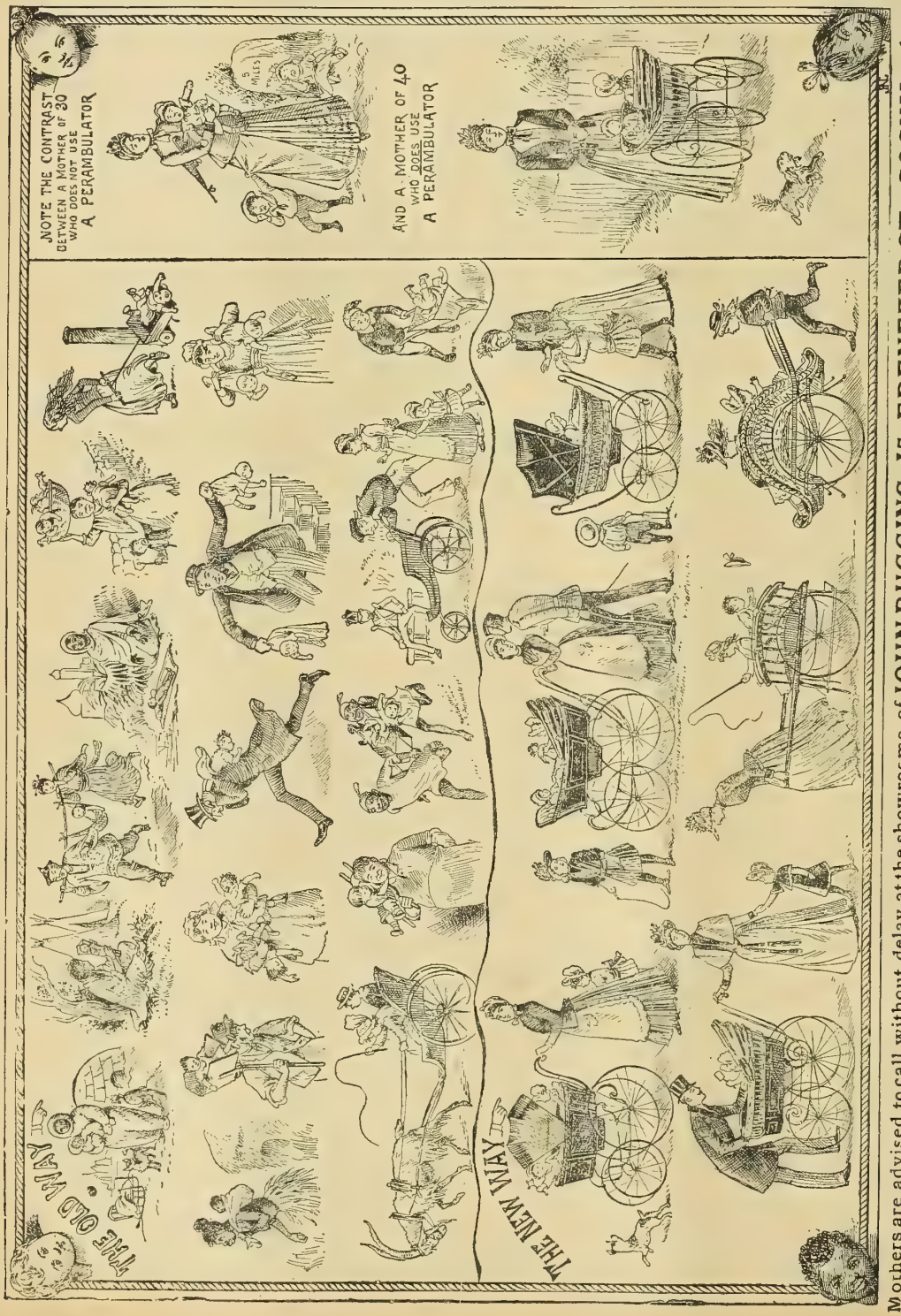
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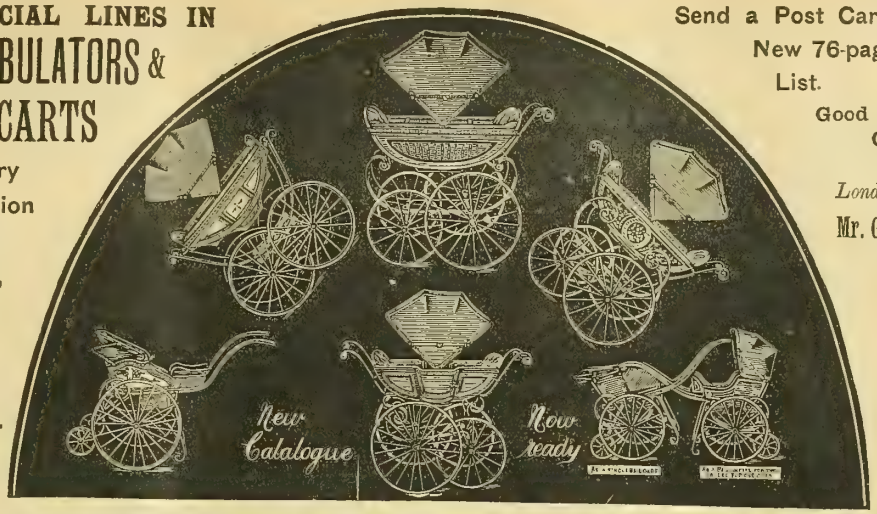
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MEMO.

[COPY].

From **A. B.,**
Hosiery Manufacturer,
S——.

February 7th, 1894.

To **Mr. G. STIBBE,**
GLASGOW.

Dear Sir,—

In response to your request for a Testimonial for your Machines, I beg to say that I have machines by several makers, but more of yours than all the others put together, because I consider them better.

Yours truly,
A. B.

NOTE.—The manufacturer whose Testimonial is here given makes a speciality of the Highest Class Scotch Lambswool Underwear, and to whom I am at liberty to refer inquirers.

I am still open for a few solid Agents here and there.

Sewing Machine Gazette Office, 28, Paternoster Row, London, E.C.
RATE.—½d. per Word ; Minimum, 6d.

CHEAPEST HOUSE for Sewing Machines, Washing and Wringing Machines, Bicycles, Tricycles, Watches, Jewellery, Musical Boxes, Pianos, &c. Cash or hire system ; exceptionally easy terms.—W. Lapthorne & Co., 479, Gloucester Road, Horfield, Bristol.

VERTICAL FEED.—Agents Wanted wherever not represented. Best terms and sole agency.—Apply to the Vertical Feed Sewing Machine Company, Limited, 24, Aldersgate Street, London, E.C.

SEWING MACHINES.—Agents on the look-out for a first-class make of Machines to push, should apply to us for Illustrated Catalogue and Terms. Machines for all classes of work at keenly-cut prices. Oils, &c.—The Victoria Manufacturing Company, Glasgow.

A SPLENDID INVESTMENT FOR ENERGETIC MAN.—For Sale, old-established business in Bassinettes, Wringing and Sewing machines, with a splendid connection in Liverpool and suburbs ; large weekly takings, can be easily doubled ; will be sold as a going concern (stock, goodwill, and hire accounts) at one-third its value, business float included ; high-class cob and dogcart optional. Cash £400.—Address, "Bassinette," c/o Messrs. Sewell & Co., 28, Paternoster Row, E.C.

WANTED, Furniture, Sewing Machines, Musical Instruments, Clocks, Bassinettes, Mail Carts, Bicycles, &c., to sell on Commission. Good Showrooms.—Universal Supply Agency, Bradford Road, Dewsbury, Yorkshire.

OILS.—Extra refined Sewing Machine, &c., 4 oz., 16s. 6d. ; 2 oz., 11s. per gross. Attractively put up. BELTS of all kinds—round, flat, or angular.—J. W. Cable & Co., 35, Clerkenwell Road, London.

SINGER (family and medium), 2s. per post.—Cox & Co., Eagle Works, Alcester.

WANTED, active and energetic Man to attend to Easy Payment business in Cycles and Sewing Machines. State experience, all communications confidential.—Address, "Energetic," at the office of the *Sewing Machine Gazette*.

GOOD TRAVELLER, on commission only, for London and South of England, to represent good Cycle and Sewing Machine Manufacturing firm. Keen prices and liberal terms. Can join this line with other agencies. State experience, connection ; references, &c., to No. 82, *Sewing Machine Gazette* Office.—A Good Traveller also Wanted for the Midlands and Wales.

CONTINENTAL TRAVELLER.—Advertiser, speaking six languages, and acquainted with all the Continental sewing machine and cycle dealers, requires berth as traveller. Large experience.—Address, "Continental," Sewell & Co., 28, Paternoster Row, E.C.

(See page 32 for other advertisments.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

Subscription.—3s 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

THE HIRE TRADERS' GUIDE AND RECORD.

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Trade Information.—We are always pleased to be at the service of our readers by supplying them with the names of manufacturers, &c. All we ask is that they enclose stamp for reply.

Replies to Advertisements.—We request that readers, in replying to advertisements in our columns, will mention our Journals as the source of their information.

In Writing to Us.—Please address all communications either "Publisher," or "Editor," at the address given below.

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List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

EWELL & Co., Publishers.

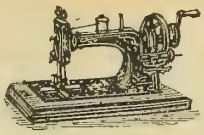
28, 29, & 30, Paternoster Row, London, E.C.

Editorial Notes.

The Factory Act. Few of our readers, probably, would expect that a sewing-machine repairing shop was a "factory" within the meaning of the Factory Act. During the past month, however, one of the leading sewing-machine companies was summoned for not exhibiting in their mechanics' room the well-known abstract of the Factory Act, and fined 40s. Considering that this abstract can be obtained for a few pence, the trade should not omit to obtain a copy, and thus avoid the possibility of a prosecution.

Fire Claims. A recent decision in the City of London Court should be instructive to any of our readers who are compelled to make claims on Fire Insurance Companies. A butcher in the case in question sued the Royal Insurance Company to recover a small sum for injury done to an outside blind which occurred during a window fire. The company denied their liability, but offered to pay the sum claimed if it were accepted as a favour, and not as a right. The butcher, however, was a stickler for principle, and refused the money on the condition named. Thus arose the action. The company in its defence contended that outside blinds were not "household furniture," and therefore they were not liable to pay a single farthing. This Mr. Commissioner Kerr said was quite correct, and nonsuited the plaintiff. The butcher had far better have taken the money when offered and let the principle alone, but it has required a law-suit to teach him this lesson.

The Pram Trade. We are pleased to report a great improvement in the pram trade the past fortnight. It almost seemed, a month ago, that there would be no trade at all this year. Almost every factory was then crowded with carriages and carts made during the winter, and which the manufacturers consider should be in the dealers' hands by the first week in February. Further, in most cases the men were either working half-time or a smaller staff was employed. The sun, however, has been pleased to shine again and make glad the hearts of manufacturers and dealers alike. In such a trade as perambulator-making, for the season to be six weeks late, as it is the present year, means irreparable loss to the manufacturer. Dealers also lose many sales, but the manufacturer is perhaps the greatest loser, as the demand comes at a rush, with the result that he must pay for much overtime which he cannot charge for, as his prices were fixed as far back as Christmas. Thus his profit is materially reduced. As showing the bad effect the cold weather has had on the trade, we might state that one well-known manufacturer assured us that during the last week of February he had in his warehouse about 4,000 carriages and carts awaiting orders, as compared with former years, when by the middle of February he had always sold off his winter production. Verily the pram trade do not desire any more "old-fashioned" winters.



Section

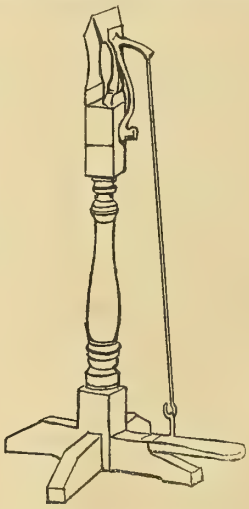
THE FIRST AMERICAN SEWING MACHINE PATENT.

The *Sewing Machine Times* of New York has unearthed some interesting facts in connection with the first American patent for a sewing machine. It is none the less interesting to our readers because the inventor was an Englishman. We herewith give an illustration of the machine, and the following is our contemporary's remarks on same:—

"The earliest record of the United States Patent Office now in existence, of sewing mechanism, is under the date of March 10th, 1826, and is embraced in a single line.

"'Imp't in the machine for facilitating the sewing of leather. March 10. Henry Lye, Philadelphia.'

"This line appears in a report of Henry Clay, Secretary of State, to the House of Representatives, in which he transmits a list of the names of persons to whom patents were granted during the year 1826. As printed for the House this report was in a pamphlet of nineteen pages, containing nothing but the 'list of names,' a ten-line letter from the Secretary, and a title-page.



THE FIRST AMERICAN PATENT SEWING MACHINE.

"It is known that the records and models of the Patent Office were destroyed by fire in 1836. It is also a fact that Mr. Lye's residence, with its contents, was destroyed at a later date, when it is believed that his patent and all machines and models that he may have had were also burned.

"The only positive evidence as to the character of the Lye machine that has been accessible to the public since sewing machine patents became of interest, is through members of Mr. Lye's family, who had seen it when in use.

"Henry Lye was an Englishman, who came to Philadelphia a few years before the date of his patent and lived there until his death about thirty years ago. A grandson, Dr. Thos. G. Wardle, of Philadelphia, is the only one of his descendants now living who has been familiar with the subject. To him and his father, now dead, the writer is indebted for the facts. The elder Dr. Wardle remembered the machine well and described it.

"Henry Lye was a painter by trade, and his wife was a glove-maker. Shortly after their arrival in Philadelphia Mr. Lye turned his attention to glove-making, and was in that business for a few years. He was then appointed surveyor and measurer, and held that position during the remainder of his active life. He was an ingenious man and invented a number of useful articles which he did not patent. The machine, which was patented 'to facilitate the sewing of leather,' would not be called a 'sewing machine' now. It was more properly a work-

APR 15 1895

holder. It was a modification of the English glove-maker's machine, which his wife and all glove-makers used to hold the leather and space the stitches while sewing with a common needle.

"Our cut shows the machine in a form that will be readily understood. In use it stands on the floor. The operator sits in front of it with a foot on the treadle to open the jaws by pressure. The spring closes the jaws with the edge of the glove finger projecting above. The edges of the jaws are notched to determine the stitches. The operator places the point of her needle in the bottom of the notch and thus guides it through the work. Passing around curves the jaws must be frequently opened for turning the work.

"It will be seen that while Henry Lye is on record as the first American patentee of sewing machinery, his invention has no place in the line of invention which has produced automatic mechanism. His device might with propriety be termed a tool rather than a machine."

MACHINE v. HAND-SEWING.

In our last issue we reproduced from the columns of the *Tailor and Cutter* a criticism on a series of articles on the use of the sewing machine, written by Mr. Lewis Lyons. The latter gentleman has now published a rejoinder, in which, after stating "how absurd it is for tailors to object to science being introduced into the tailoring trade," he writes as follows :—

"I do not claim for the machine to do everything attached to a garment, but what the sewing machine can do it does with accuracy and neatness, and surpasses handwork. The sewing machine is yet in its infancy, and may reach a stage which will surprise all of us.

"'Fletchinni' tells me that a machine breast pocket is torn down after a little wear. Here he but displays his ignorance of the strength of machine work, and has thus made himself the laughing stock of the practical machinist. The facts are quite the contrary. A machine-tacked breast pocket will last longer than one tacked by hand, because the construction of the machine admits of the needle going through the forepart. 'Fletchinni' may have got hold of a breast pocket made by an incompetent machinist, or he may have tacked one badly himself, but that is not the fault of the machine but of the machinist, in whom I want to develop taste for better work. The same can be said of sewing a seam with double thread of a morning or frock coat, and the side seams of the same. If 'Fletchinni' desires instructions upon these points, let him ask for it through these columns, and I will oblige him with an answer.

"To be doubly sure of the non-stretching of seam, if my able critic will use one of Wheeler & Wilson's D12 walking foot machines, he will obtain the desired result, and may afterwards feel ashamed of what he has written. These, and the waist seam, where the fulness can be better regulated by the machine, is better to press open than if seamed by hand. All practical coat-pressers admit this. I admit that 'side stitching' cannot be done by the machine, such as 'Fletchinni' wants it for the highest class of tailoring, but it will do everything up to side stitching. What of it if a finishing touch is put in by hand, considering the amount of time that is saved by doing all other parts by machine. The opponents to the sewing machine might as well argue against the steam engine because the engineer has to apply the brakes by hand, and many other machines where a finishing touch has to be put in by hand labour.

"But wait, 'Fletchinni,' a machine may be so constructed that will do 'stitching' also, the same as there is a felling machine, for binding, the work of which is perfect. I can oblige him with a sample. There is not a thing described by 'Fletchinni' which cannot be done by the machine, and this is a sufficient answer, without going into details. There is no difficulty whatever in getting cushions by machine in flat braid. Whilst a machinist has a knowledge of tailoring, the tailor has little or no knowledge of the art and science of machine work. The fact of the machinist having to put a garment together is a proof of what I say. The very fact of my stating he had worked the machine in a West End shop is sufficient to prove his limited knowledge, because there are no competent and practical machinists in the West End, where good work is made, as the best part of the garment is done by hand, and so does not afford the machinist any opportunity of developing his or her knowledge and skill. Machine work is no clumsy imitation, but a great improvement upon handwork, and the seams are better to press open."

ANOTHER "POCKET" SEWING MACHINE.

A subscriber has sent us a copy of a prospectus just issued by the "Queen" Pocket Lockstitch Sewing Machine Syndicate "for private circulation only." We fully agree with his statement that this is one of the most impudent things yet attempted by the company promoter. It is not yet five years since upwards of a quarter of a million pounds sterling were lost over the first "pocket" sewing machine, and we should be inclined to estimate that another hundred thousand pounds have been thrown away in the abortive attempt to get the public to purchase other so-called sewing machines "taking up small space." If the investor is open to learn anything from experience, he will absolutely refuse to find a single penny for "small" sewing machines. There is absolutely no market for them, and they utterly fail to answer the full purpose of a sewing machine.

The prospectus of the "Queen" is a model of its kind. It says nothing as to the patentee's name, nor is there the slightest word which would lead to identification of the patent. The sparseness of information on this subject is in striking contrast with the details as to the prospects of the concern. The machines, we are told, can be made for 4s. 6d., and the cost of selling them—that is to say, rent, directors' fees, management, advertising, allowance for bad debts, legal expenses, in fact, everything, is put at sixpence per machine ! ! ! The thousand agents who are to sell two machines per week, "without taking into account the sales to tradesmen and stores," are, we see, to be paid a "commission" of 2s. per machine. But in spite of this liberal treatment of agents the company are able to hold out the prospect of a profit of £67,000 on the sale of only 104,000 sewing machines a year ! ! ! But the more reasonable estimate, says the prospectus, would be that each agent would sell four machines per week, showing a sale of 208,000. Thus the profit on the business would be one hundred and thirty-four thousand pounds a year on "a reasonable estimate" !

Our readers should not fail to notice the names of the sewing-machine experts who have given certificates. We should like to know who "James Renshaw," "W. Foster," "W. C. Whittier," and "Geo. H. Smith" really are. They all appear to have had many years of experience, but we cannot find that even their names are known in the trade.

The following is the prospectus :—

THE "QUEEN" POCKET LOCKSTITCH SEWING MACHINE SYNDICATE.

The article advertised is a Patent Pocket Lockstitch Sewing Machine, and, is the smallest, strongest, cheapest, and most useful Machine ever manufactured. Although so small—being 6 inches long and 4½ inches wide—it is no toy, and will work the hardest household substances, and its intended price, £1, will make it available to rich and poor, and the sale will, therefore, be enormous.

It is guaranteed to complete any kind of household work in the same manner as the large Machines now in the market, and, although differing in its construction, can compete with well-known Machines for its simplicity, compactness, usefulness, and beautiful stitching, which can only be compared to the collar stitch.

An estimate has been prepared, with the aid of experts, based upon the sale of Singer's Sewing Machines.

The present machine will have no stand or table, it is made so that it may be carried about, and fasten on to any table, and be worked by hand or the foot, at pleasure.

It is intended to sell the Machine for cash, and not on the hiring system, and to employ Agents throughout Great Britain, and have it manufactured at a low contract price, thereby saving all first and heavy expenses of workshops.

It is well known that small patented articles realise enormous sums of money, and one article often makes the fortune of the inventor. The following is a list, taken from *Invention*, showing the various large sums of money made by inventors. *(We suppress this.)*

It is expected that Tradesmen and Stores all over the Kingdom will be great buyers of the Machine, and by appointing about 1,000 Agents in Great Britain and Ireland it is estimated that, if each Agent only sells two Machines per week (which is the lowest estimate that can in reason be taken), the total sale (without taking into account the sales to Tradesmen and Stores) in one year would be 104,000, but the more reasonable estimate would be that each Agent would sell four Machines per week, showing a sale of 208,000. The following low estimate has therefore been prepared in conjunction with those who are thoroughly acquainted with the manufacture and sale of Sewing Machines :—

By 104,000 Machines at £1 each		£104,000 0 0
To making 104,000 Machines at 4/6 each	£23,400	
,, Commission on above at 2/- each	10,400	
,, Office and sundry expenses at 6d. each	2,600	
		36,400 0 0
Profit one year		£67,600 0 0

This estimate is based on a very low scale, and from inquiries that have been made, and offers that have been received, it is confidently assured that this estimate will be doubled, and, to show that this estimate is not an absurd or exorbitant one, it should be recollected that Singer's sell yearly 800,000 Machines at £4 4s., and are still increasing their sale.

The author of Singer's Sewing Machine left at his decease £3,000,000 sterling! Wheeler & Wilson were reputed to have divided many years an income of £20,000, and these facts no doubt led to the remark of Lord Brougham, when he once said, "He would gladly exchange his honours and emoluments for the profits and renown of the inventor of the Sewing Machine."

The following are Certificates from Sewing Machine experts :—

"I have carefully inspected the Pocket Lockstitch Sewing Machine. As a practical man of over twenty-five years' experience, and thoroughly acquainted with the manual working of Sewing Machines, I am of opinion that the Machine is a most carefully and well-constructed one, and it can be manufactured at about 4s. 6d. each in bulk. It will prove one of the most remarkable machines on record ; its sale should exceed that of Singer's Sewing Machine, which, I believe, exceeds 800,000 per annum, if it can be sold under £1 1s.—James Renshaw."

"The Pocket Sewing Machine is a well-constructed one, and carefully arranged, and is the most ingenious one I have yet come across, and can be manufactured at about 4s. 6d. in quantity. It will prove one of the most marvellous machines of the present day. It is neatly finished, and will stand any amount of wear and tear. It should have a very large sale if placed on the market cheap, and if sold under 30s. should command a much larger sale than Singers', who sell some 500,000 a year. I speak from twenty years' experience — W. Foster."

"I have inspected the 'Queen' Pocket Lockstitch Sewing Machine, and in my opinion it is a first-class work, and if it can be made cheap (as I think it can), and sold at about 18s., there will be a most remarkable sale, as it is what has been wanted by the public for years.—W. C. Whittier."

Another expert of 35 years' standing, who has been engaged on almost every class of machine, says: "I have examined and tried the machine, and in my opinion the sale will be immense. . . . It is much called for, taking up small space.—Geo. H. Smith."

The syndicate proposes to raise the sum of £3,000, of which a considerable part has already been promised, and from this amount pay the vendor the sum of £1,000 as part of the purchase-money, leaving the balance of £2,000 to be used for the purpose of forming a Limited Company with a capital of £80,000, of which £15,000 will be first mortgage debentures at 6 per cent. The syndicate shares will be for £25 each, but the Syndicate reserves to itself the right to allot any less number than applied for, and in that case will return the money subscribed for the shares not allotted to the subscribers.

In addition, it is proposed to give the members of the syndicate the first option of applying for shares, and having them allotted before applying to the general public.

The capital invested in the syndicate will be returned by the vendor to the subscribers, together with a further sum equal to the amount invested in cash, on flotation of the company.

It is hardly necessary to point out the great success that has hitherto attended the sewing machines, and the enormous sums of money that have and are still being made, to show that the sewing machine in question will, as predicted by the experts, have a wonderful sale, as it will reach, amongst others, the millions who have hitherto been unable to afford the luxury of a sewing machine.

CAPITAL £3,000.

Trustee for the Syndicate :

J. S. WEBB, Esq., of the firm of Messrs. Lye, Webb, & Co., 19 to 21, Fore Street Avenue, E.C.

Bankers :

THE LONDON AND SOUTH WESTERN BANK, LIMITED, 70, Fleet Street, E.C.

Solicitors :

H. R. MEAKIN, Esq., 39, St. Andrew's Hill, Doctor's Commons, E.C.

S. E. STONEHOUSE, Esq., Rolls Chambers, Chancery Lane, W.C.

Offices :

39, St. Andrew's Hill, Doctor's Commons, E.C.

[We were going to comment further on this prospectus, but on looking to the imprint we find that it is issued by the *Fiction* Press Agency Company, Limited !]

THE USE OF THE NAME SINGER IN CEYLON.

In our number for August, 1894, we gave a verbatim report of the judgment of the District Court of Colombo, Ceylon, in the matter of the Singer Manufacturing Company *v.* the Sewing Machines Company, Limited, which went in favour of the plaintiffs. Against this the defendants appealed, and judgment was delivered by the Supreme Court of Ceylon, on February 22nd last.

Mr. Rustomji N. Rustomji, the managing director of the Sewing Machines Company, Limited, writes us as follows :—

Under the head "The use of the name Singer in Ceylon" the *Sewing Machine Gazette* of August, 1894, contains a verbatim report of a judgment of the District Court of Colombo restraining the defendants, their servants, and agents from using a signboard with the words

Singer Sewing Machines
of
The Singer Manufacturing Co.
of
New York, London, Bombay, etc.

Against this the defendants appealed, and the Supreme Court of Ceylon, the highest tribunal in the land, delivered judgment on Friday, 22nd February, 1895, setting aside the judgment of the lower court, with costs against the plaintiffs, the Singer Manufacturing Co.

A verbatim report of the judgment I enclose for your perusal, and request you in justice to the company to publish it *in extenso* in the next number of your widely read journal.

Your heading and prefatory remarks to the judgment published by you in August last would have led your readers to infer that the action arose from some infrigement by defendants of plaintiff's trade name Singer, which however was not the case, as you will see from a perusal of enclosed copy of the Plaint as well as of defendants' answer, which also I request you to publish *in extenso* for the benefit of your readers and guidance of such of them as are engaged in the Sewing Machine trade. All that defendants did was this : they are vendors of Sewing Machines, and are agents of certain manufacturers ; but such agency does not prevent them from stocking and selling other makers' machines, and as a matter of fact they stock and sell Sewing Machines manufactured by half a dozen different makers, and among them Singer Machines manufactured by the plaintiff company ; such being the case, they displayed before their shop a signboard bearing the inscription "Singer Sewing Machines of the Singer Manufacturing Coy." to intimate to the public that they had this maker's Sewing Machines for sale. In this they did nothing more than a dealer would and could do who displays such signboards as "Pear's Soap," "Day and Martin's Blacking," "Crosse and Blackwell's Pickles," to advertise that he has these makers' goods for sale. Add to this that, in view of the judgment of the H. L., defendants in advertising Singer Machines could not do less than give in full the name of the manufacturers whose "Singer" machines they were selling. If, instead of saying Singer's Sewing Machines of

the Singer Manufacturing Coy., defendants had only said Singer Sewing Machines, leaving out the maker's name, that would have given the Singer Coy. an excuse to say that defendants were advertising other makers' machines (for instance, Seidel and Naumann's machines) as Singer Machines without a proper context—that is, without explicitly stating the maker's name, and action taken on that ground would have been more difficult for defendants to meet.

I am preparing for publication a full report of the proceedings in this case, and will send you an early copy.

Before closing, I may mention that the poster issued by the Singer Manufacturing Company in connection with this case, an exact copy of which you have given immediately below the lower court judgment in your August number, has given rise to further litigation, as the Sewing Machines Co. Lim., feeling aggrieved by certain passages therein, have filed a plaint against the Singer Company for libel and defamation, and claim 10,000 rupees damages. This action is now ripe for trial, and the result will be communicated to you.—Yours faithfully,

Rustonyi N. Rustonyi.

The following is a copy of the judgments :—

A trading company, a professional man, and possibly even private individuals have right to restrain others from using their names or from advertising, whether in the newspapers or by posters or handbills or by boards or signs on houses and shops, words which falsely assert or imply that at that place the firm or person described in the advertisement carries on trade or his profession.

If the defendants had put up a board with the words "The Singer Manufacturing Company," there can be no doubt that they could have been obliged to remove it, and if they asserted, or unmistakably implied, that they were the agents of the Singer Manufacturing Company, they could be restrained, but if the advertisement is merely that they had Singer Sewing Machines in stock for sale, such an advertisement would be unobjectionable, because the patent had expired, and any one could buy and sell these machines. Of course if the defendants—nay, if the plaintiffs or any one else, sold a machine, pretending it was a real Singer, whereas it was of another construction, and by another maker, they would render themselves liable in damages to the purchaser who had been deceived, but here it is only a question what meaning would an ordinary man attach to the signboard ; would he think, "Here is a branch of Singer's Manufacturing Company," or "Here is an agent of Singer's Company," or would he think that "Here is a shop where Singer's Machine can be bought"? The words painted on the board are harmless and unobjectionable ; they convey no more than that the advertiser has the machines for sale, but it is urged that an advertisement unobjectionable in itself becomes objectionable from the position in which it is put. If a smaller board with the same words had been put in the shop window or inside the shop, or had been one among many others in the outer verandah, it is conceded that the use of it in these places and in that form would have been within the defendants' right. For instance, a grocer may put on his walls boards which attract the eye with "Pear's Soap" and "Coleman's Mustard," and somebody else's Baking Powder. But if, instead of advertising the possession of some article in the ordinary way, a man puts up a board in the place where the name of the firm or owner of the shop is usually put, if the size of the board be larger, the lettering bigger, than the ordinary advertisement of goods for sale, that may amount to a false representation of residence or agency. I do not think that the oral evidence adduced at the trial helps us much if at all. On carefully considering the evidence and the judgment of the learned judge, I have come to a conclusion that the board with its advertisement does not state, imply, or suggest more than that in the shop below these Singer's Machines were for sale. This the defendants were entitled to do.

I would set aside and dismiss the action with costs.

A. C. Lawrie.

In order to sustain the plaintiff company's claim in this action to have a certain signboard removed from the premises of the defendant company and to have the company restrained from using that or any similar signboard, we are asked to find that this signboard is intended to represent that the defendant company is agent for the sale of the plaintiff company's machines known as "Singer's Sewing Machines," and is calculated to deceive the public into the belief that the defendant company is agent for the sale at its premises of the said sewing machines.

As I have heard no evidence read to me that any single person has been induced by that signboard either to believe or to act in the belief that the company in whose premises it is suspended are the agents for the sale of those machines at these premises, I have to decide as a juryman whether the signboard, from the words on it and the place where it is suspended, is calculated to excite what is a false belief and is intended to do so. If it is reasonably calculated to excite that false belief, I should be forehand to hold that it was intended to excite that false belief, and that this effect and intention combine to cause the plaintiff company an injury in their trade as the manufacturers of Singer's Sewing Machines on account of which they would be entitled to some such relief as they claim. This board is suspended over a public street in front of premises where the defendant company sell various kinds of sewing machines. It is placed so as to catch the eyes of those who use the street. It contains no other words than the following :—

"Singer's Sewing Machines
of
The Singer's Manufacturing Co.
of
New York, London, Bombay, &c."

In this state of things, can I decide as a matter of fact that this signboard with those words and in that position is reasonably calculated to induce the belief that the defendant company is the agent for the sale of Singer's Machines as manufactured by the plaintiff at the premises where the signboard hangs?

It was admitted by Mr. Dornhorst that the defendants would be perfectly justified in advertising that they had for sale at the premises Singer's Sewing Machines, if they meant no more than kept these machines for sale on the premises. It was contended that they must not hold themselves out as agents for the sale of plaintiff company's machines, as in fact they were and are not, and it was, of course, contended that the use of the signboard in the circumstances formed at the trial amounted to such a false reputation to the injury of the plaintiff company.

One thing is perfectly clear from this signboard, that the defendant company disclosed who were the manufacturers of what was advertised as "Singer's Sewing Machines"—viz., the plaintiff company, and they did not represent themselves as the manufacturers. Speaking for myself, all that I should infer from seeing this signboard is that the defendant company had on the premises for sale Singer's Sewing Machines of the plaintiff company ; but I am not to speak for myself, but for one of the public interested in the purchase of a machine of the kind. If this was all the signboard was intended and calculated to convey, the defendant company would not be doing anything restrainable by this Court.

In the case cited to us by Mr. Dornhorst, of Wheeler & Wilson *v.* Shakespeare (39 L. J., Ch. 37), the learned Vice-Chancellor refused to restrain the defendant from using the words "Wheeler & Wilson" as descriptive of any sewing machine other than the sewing machine manufactured by the plaintiff ; but he restrained him altogether from describing himself—as he was told to do—as agent for the sale of the Wheeler & Wilson Machine.

So long as he described himself as a person selling machines manufactured on the principle of Wheeler & Wilson, he was quite within his rights in doing so, but he was not entitled to pretend that he was carrying on Wheeler & Wilson's business as their agent.

The present case of a description of the false representation of a business connection must not be confounded with the analogous cases of a trader passing off his goods as the goods of another trader, which is clearly an actionable using, and which is often added as a cause of action to the infringement of a trade mark in case the latter action should break down. Such evidence as was led by the plaintiff went in the direction that the defendant company attempted to pass off the machines they had for sale as plaintiffs' Singer Machines.

I do not say that such a case was made out, but I do say that that is a different case from the present one, which is grounded on a false representation that the defendant company is the agent for sale of the plaintiff company's machines.

It must not be forgotten as a fact to be considered in this case that the defendant company's shop had the name

of the defendant company conspicuously placed on it outside and visible from the verandah. Intending customers who used the verandah only could not, as I understand, observe the signboard overhanging the street, while those who having seen the signboard from the street would on mounting the verandah, to which they must come to obtain access to the shop, be confronted with the name of the defendant company, "The Sewing Machines Co.," overhanging the verandah.

Can I say that the signboard was the possible source of a deception that the place where it was suspended was a depot of the plaintiff's machines, that the defendant company's business was connected with the plaintiff company's business, that in fact defendant company was the agent for the sale of plaintiff company's machines?

If I can say so, I must affirm the judgment, and support an injunction to prevent the defendants from using a signboard which could possibly deceive customers into believing that the defendant company's premises was a depot for the sale of the plaintiff company's machines by the defendant company as their agent.

In view of the fact that this signboard has been hanging where it is for some four years during the old company, and for two years during the new company, and that no one has come forward to say that he has been induced by the signboard to believe that the defendant company's premises is a depot for the sale of the plaintiff company's machines as an agency business, I find myself quite unable to give judgment against the defendant company. I think the appeal succeeds, and with costs. The action is dismissed with costs.

(Signed) G. H. Withers.

The Sewing Machines Company, Limited, also send us a copy of the *Ceylon Independent* for February 25th, which contains the following paragraph :—

The Sewing Machine Case.—The Judgment of the Supreme Court in this case, dismissing the plaintiff's action, has come as a relief to the merchants in the Pettah, who had reasons to fear that the effect of the District Court Judgment, if upheld, would be to prevent them (unless they were appointed agents by the manufacturers) from advertising the well-known articles of commerce, such as Pear's Soap, Day and Martin's Blacking, Crosse and Blackwell's Jams, &c., &c. To mark the event a large and influential section of the traders in the Pettah have entertained Mr. Rustomji N. Rustomji, the Managing Director of the Sewing Machines Company, Limited, at dinner.

CAUSE OF THE SHOE STRIKE.

The *Daily Chronicle* special correspondent writes the following as regards the disastrous shoe trade strike now in progress :—The further inquiries I have made to-day only go to strengthen the opinion I expressed on Friday, that this dispute is a question of the introduction of machinery, and of that alone. All the other side issues which have been magnified into a *casus belli* by both sides are really the makeshifts by means of which the present conflict has been precipitated. It must not be forgotten that the machine-manufacture of boots and shoes is practically a new industry. It came into existence with the invention of the sewing machine in the early fifties, and there was in 1859 a long and bitter strike against the introduction of sewing machines, followed by the refusal of the lasters to work up the uppers sewn by machinery. This struggle led to the inevitable defeat of the men and to the introduction of sewing machinery for the manufacture of the uppers; and here, for the sake of the lay reader I ought to make one or two explanations. The upper of a shoe is the whole shoe, excluding the sole. A laster is a man who joins the upper to the sole, whether by means of rivets or of stitches. A finisher is the man who puts the finishing touches on the shoe after it is made, such as paring down the side of the sole and heel, burnishing up the sides, and generally putting the shoe into a marketable condition. Since 1859 many things have happened. To begin with there has been a marked improvement in the physique of the shoemakers, as well as in their morale, and they have succeeded in establishing a strong trade union to look after their claims to justice, and so they view the present introduction of machinery in a very different light. They know that it is inevitable. They also know that it will in the end improve their status, but during the transition period they insist upon the right to have a say in the way in which their industry shall be carried on, and upon the question of wages which are affected by the introduction of machinery. That is the boot dispute in a nutshell. The employers, on the other hand, by the first of their "seven commandments," refuse to consider any question of wages for two years, and this in the face of the fact that the whole industry may be revolutionised within that period if the same changes take place as have taken place during the past two years.

THE AFFAIRS OF MR. W. ROTHWELL.

The further examination of William Rothwell, hosiery manufacturer and knitting and sewing machine dealer, of Bolton, was proceeded with last month at the Bolton Bankruptcy Court, before Mr. Registrar Holden. Mr. Dixon, of Manchester, again appeared for Mr. Rothwell; and Mr. Addleshaw, of the same city, represented the trustee and liquidators of the Rothwell Hosiery Company, as well as the Union Bank of Manchester.

Mr. Addleshaw, at the opening of the Court, stated that on the last occasion (see our last issue) the Deputy-Registrar said that if the trustee required any special accounts an order would be made. Mr. Rothwell, however, proffered to provide certain accounts, and those had been handed to the trustee about two days ago. It would take at least ten days to examine these accounts, and he therefore proposed to only shortly examine Mr. Rothwell that day. He might say that these accounts showed that Mr. Rothwell received in shares and cash £117,000, and Mr. Rothwell in these accounts furnished particulars of how the cash and shares had been disposed of. Mr. Addleshaw added that Mr. Rothwell had offered to supply particulars as to his interest in a certain patent, and this would save the time of the Court. There were two or three other points upon which the debtor had given information, but which was not satisfactory or quite consistent with that got from other quarters.

The examination of Mr. Rothwell was continued, and he was questioned at considerable length by Mr. Addleshaw as to the sale of the equity of Hollywood, Heaton. He obtained a sum of £500 for it from a Mr. Sellars, of Keighley, and the transaction was completed before the receiving order was made. It was, however, after he had been served with the bankruptcy notice, but he said he was entitled to sell up to the receiving order being made.

Mr. Addleshaw: We will see about that.

Replying to further questions, Mr. Rothwell said he received the £500 mostly in notes. There might have been a cheque, and there were certainly some orders upon Mr. Sellars' customers. He supplied particulars and receipts as to the disposal of £315 of the £500, and the balance went in household expenses and in the payment of small shop debts. He could not give particulars of every penny he spent, but the £500 was all disposed of before he saw the Official Receiver on December 12th. He gave about £140 to his wife, and she had the expenses of the home from October to December to defray with it.

Mr. Addleshaw pressed for details of the £180.

Mr. Rothwell said he could not give the details, or further particulars than already supplied.

Mr. Addleshaw said he wanted the details, as they believed the payments had not been made.

Mr. Rothwell: How had I to live?

Mr. Addleshaw: Upon your creditors' money.

Mr. Rothwell: I tell you I did not.

In answer to other questions, the debtor said that when he went to the Official Receiver on December 12th he had only £3 15s. His wife might have had some. He had not recently received any machinery from America, but he knew of two knitting machines that had been consigned. They came into the possession of his wife some time within the last three months. He knew that they were consigned to "Wm. Rothwell & Co., Limited," and they came into the possession of his wife because the company was in a bad way. His wife paid for them, and one was at her warehouse. These particular machines were made to the order of Wm. Rothwell & Co., and delivered in Liverpool to their order. They were stopped, however, by Messrs. Scott & Williams, the makers, but not through his interference.

Mr. Dixon pointed out that the machines in question had never been in the possession of W. Rothwell & Company, or been paid for by them.

Mr. Addleshaw asked for an order to the effect that Mr. Rothwell file an account showing how the £500 obtained from Sellars was disposed of. He also asked that he should be allowed to ask for a further cash and goods account, so as to make it part of the proceedings.

Mr. Rothwell said he had already prepared and had handed in a statement showing his transactions for seven years.

After some argument an order was made to the effect that Mr. Rothwell file an account showing details as to the expenditure of the £500.

The Official Receiver intimated that he had a few questions to put to the debtor. He said: In your statement of affairs, Mr. Rothwell, you have set forth the value of your property as £26,425 8s. 10d., and show a surplus of £18,948 10s. 9d.—Yes.

Do you still adhere to the statement that at the time of the receiving order you were perfectly solvent, and that you had a surplus of £18,000?—I do.

Do you consider the property of the same value to-day?—No, that is not so.

What has happened to alter the position of affairs?—Well, we have had lawyers, liquidators, accountants, and what not, wasting the money every minute since; that is the reason.

Then you consider the property has gone down in value since the receiving order?—Very much.

Sufficiently to sweep away the surplus?—I am not prepared to say that. It all depends upon the re-construction of the Rothwell Hosiery Company. The debtor added that the statement of affairs was based upon the liquidator's value. For what had taken place since he was not responsible.

After some further arguments the examination was adjourned.

AMERICA'S EXPORT OF SEWING MACHINES.

We give hereunder an interesting table, which shows that either the exports of American-made sewing machines have considerably declined of late years or that the machines are now declared at a lower value than formerly. We are endeavouring to procure similar statistics as to the exports of Jonathan's greatest competitor—Germany—as the comparison will be highly instructive:—

EXPORTS OF SEWING MACHINES FROM THE UNITED STATES.—ALL PORTS.

Compiled expressly for Special "Sewing Machine Times" Supplement from the Records of the Treasury Department.

Country.	1886. Value.	1887. Value.	1888. Value.	1889. Value.	1890. Value.	1891. Value.	1892. Value.	1893. Value.	1894. Value.
United Kingdom	—	$958,069	$687,582	$966,285	$999,061	$745,496	$890,480	$733,678	$653,002
Germany	—	330,536	364,871	322,990	509,280	633,629	647,347	378,198	228,126
France	—	95,337	64,762	119,394	105,147	228,137	125,700	62,657	110,758
Other Europe	—	117,228	54,301	52,872	105,591	137,512	131,598	91,735	78,369
British North America	—	99,317	90,305	58,104	69,349	58,522	70,004	102,607	116,550
Mexico	—	136,896	160,773	178,806	222,520	149,359	153,477	151,684	149,706
Central America	—	63,044	75,509	83,254	89,734	100,364	60,029	49,249	42,652
Cuba	—					138,538	189,273	173,980	118,374
Porto Rica	—	39,618	67,364	82,122	136,294	4,325	4,848	3,573	3,284
Santo Domingo	—					2,743	2,568	2,952	2,369
Other W. I. and B.	—					26,348	25,207	31,788	24,428
Argentine Republic	—	106,274	96,759	110,589	30,147	16,379	45,246	86,300	45,058
Brazil	—	48,085	52,849	76,504	68,209	79,109	72,428	97,098	136,695
Colombia	—	40,390	69,677	86,537	107,263	118,074	77,184	63,403	42,661
Other S. America	—	103,476	115,651	137,886	159,731	150,976	115,496	122,809	100,478
China	—	—	—	—	—	—	5,519	3,513	2,650
Br. Australasia	—	123,194	158,441	243,311	246,033	322,338	205,368	266,718	176,805
Br. India and E.I.	—	—	—	—	—	—	4,651	5,533	2,937
Other Asia and O.	—	34,823	20,564	40,119	27,842	31,598	16,187	18,620	17,949
Africa	—	—	—	15,756	12,260	11,174	5,027	9,576	11,579
Other Countries	—	11,070	12,645	1,010	1,113	1,272	528	798	357
Total	$2,270,165	$2,307,357	$2,092,053	$2,575,539	$2,889,574	$2,955,893	$2,848,165	$2,456,487	$2,064,787

A FEW ADVERTISING SUGGESTIONS.

Our enterprising American contemporary, the New York *Sewing Machine Times*, in its last "Supplement" gives a number of the examples of advertising mottoes, &c., sent in competition for award. We follow on with a few examples which may be of use "on this side."

A SEWCIAL ELEVATOR.

We're sure if the facts could be found,
The agent and iron-jaw'd drummer,
In Eden's fair garden renowned,
Were scarce as the snow-flakes in summer;
To Adam, a collar or shirt,
Were vague and indefinite dreams;
While Eve, when she ventured to flirt,
Was chiefly wrapped up in her schemes.

The Fig leaf of old has long ceased
To serve as a screen for the figure,
Though off in the far remote East
'Tis still the "full dress" of the nigger;
But here in the fashions all new,
Our wives and our sweethearts serene,
Give credit where credit is due,
And 'tis due to the ——— machine.

We manufacture the favourite machine;
Has high arm, straight, self-setting needle;
Every stitch perfectly made, no skipping;
Elastic seams without any puckering;
Light or heavy goods, most any thickness,
Equally well sewed with lock or chain stitch;
Rapid, light-running, easy to manage.
&
Wood is selected and carefully seasoned;
Iron and wood-work together substantial;
Light finish, dark finish, oak or walnut,
Styles so varied, and prices according,
One may choose from (with satisfaction)
Neat Hand Case to Cabinet for Parlour.

LADIES WANTED.

A few Ladies of good social standing and influence in each community, to have a free trial and test of the merits of the

DAVIS VERTICAL FEED

Sewing Machine.

For ease and convenience it is without an equal.

It sews from tissue paper to sole leather without changing stitch or tension; it never fulls or puckers the under ply; it dispenses with all basting, as it feeds while the needle is in the goods; it steps over seams and rough places as nimbly as a deer in the forest; it is as noiseless as the whisperings of love, and as swift as time, when your note is about due and funds short.

It's a beauty to see, a pleasure to use, and a joy for ever to own.

To make home happy
For child and wife,
Is the pathos and sublime
Of "human life."

This dream can be realized by purchasing the

NEW HOME

SEWING MACHINE.

Modern in Construction.

Wonderful in Range and Quality of Work.

"THE WHITE IS KING."

So proclaim the nations, America herself bestowing the crown.

(To be followed by the picture of a sewing machine seated on a throne, surrounded by a representative of each of the civilized countries, dressed in appropriate costumes, with America holding a crown above the occupant of the throne.)

"BREAK, BREAK, BREAK, OH NEEDLE AND THREAD,"

on some machines, but never on the——

THE ANCHOR SEWING MACHINE.

We have had brought to our notice a new sewing machine called the "Anchor," which the Bishop Cluster Company, Limited, are advertising in the present issue. It is new only so far as this firm is concerned, for it resembles the "vibrating shuttle" or "cylinder shuttle" style, although it does not, they assure us, in the least degree infringe any patent rights of others. There seems to be a great tendency to this style of machine at the present day, and this is the latest addition to the flock.

The machine is what is known as "high arm," and is capable of any range of work, and has an extra tension for the purpose of using coarse thread if desired.

The shuttle is of "cylinder" pattern, and has one of the most simple methods of threading we have ever seen. The needles are self-setting, and there is a lever for extracting the shuttle. A box for the tools and fittings is let into the base underneath the hand appliance, and, indeed, the machine embodies all the latest improvements.

In appearance the machine is very bold and imposing, and is beautifully japanned and finished. As to its working, as is usual with this type it is almost noiseless, and runs very easily.

COLLECTING INSTALMENTS.

In a recent issue of the New York *Sewing Machine Times* a correspondent asked for a plan of collecting instalments, to which "Spoke-in-the Hub" replies as follows :—You are asking impossibilities in a plan for collecting instalments, if you mean one for general use all over the country. The man who could make one died before Howe was born, if he ever lived. Such a plan could only work in older times than these—unless, indeed, it had eleven hundred or more alternate rules for application in as many cases.

Put the collection slips in the hands of a man who has learned the collectors' trade, have a good man watching the books, discharge both if the results are not satisfactory. That is my plan, recommended, confidently, as the best you can get.

The average sewing machine man don't go much on rules and regulations. They are traditions of a time when he was expected to do so, and never fulfilled the expectations. Now—well, he's just humping himself to "get there" by the shortest road.

Now you don't want any of the old A B C of the business. You don't want to stuff your readers with the prompt, energetic, polite, untiring lecture. You might as well tell the manager to have his office swept once a week and the windows washed occasionally. The sewing machine men were not born yesterday. They are out of school. Tell the collector, if he is a collector worth a pinch of snuff, to "dun hard," and it means as much as if you read him a lecture.

Neither do your readers care for any discussion of the influences that surround a collector. What matters it if the salesmen were at fault ; what has the manager's competency got to do with it ? The poor collector must struggle the same as the rest of us. He is not hired to sleep in a bed of roses. His job is getting the money—such as it is—the best he can—as quick as he can.

No, sir ; you can't get any "plan" for collections. You can't, and that is the end of it.

POISON IN THE "PRAM."

The following paragraph has been going the rounds of the papers the past month : "Poisonous perambulators are probably one of the least suspected of dangers, yet nevertheless one which experience has shown to exist, and therefore one against which the parents of a family would do well to be on their guard. A case is recorded of a child aged four months who, on its return after being out under a hot sun, was seized with sickness and vomiting, the vomited matter being a green-coloured fluid. From inquiries made by the medical man it was elicited that the child had been seen to suck the green strap of the perambulator, and the true cause of the mischief was at once suspected—viz., arsenic poisoning. An analytical examination of the strap confirmed this view, arsenic being found to be present in great abundance. In spite of all that medical aid could effect, the child gradually sank from exhaustion."

TO ENCOURAGE PROMPT PAYMENTS.

The New York *Sewing Machine Times* contains the following suggestion by a subscriber who desires to encourage the more prompt payment of hire rent.

"Have a lot of checks made, of aluminium preferably, though brass, or rubber, or even pasteboard would do. The prominent feature of the check to be words and figures : 'Good for 25 cents. in silver.' In addition it should be stated, 'On Conditions,' and as much more as the dealer sees fit. Now the 'conditions' must be made known to customers through a notice printed on the back of every receipt given out. And the conditions are that a payment be made promptly on the day it is due.

"Any other sum, as seems proper, may be named instead of 25 cents. These checks should be given out as follows : One when the first payment is made and then no other is required. When a customer comes in, makes a payment, and shows the check, she receives her piece of silver and puts the check back in her pocket to show the next time.

"You see the possession of that check is always a reminder. That is all the good it does. You would give the 25 cents. just as quickly if the money was brought in without the check, but is the money as likely to be brought in without it ? You may print or write on the face of the lease and on all receipts that you will give 25 cents. for every $5 brought in on time, but that will not impress the customer as the possession of a big round shining medal will. Why won't it work ?"

MECHANICAL & TECHNICAL

HARD SOLDERING.

Hard soldering or brazing is a difficult process, and requires iron binding wires and binding pliers for securing the various parts of the work together, a blow-pipe, a pan of charcoal or coke, borax, solder, and a piece of wire flattened out at the end like a spatula, to apply the solder to the work. The borax must be pounded in a mortar, and is better if passed through a sieve. The solder should be washed with water to clean it, and mixed with the powdered borax, and clean water added. The mixture should be applied to such parts of the work as require soldering with the flattened wire or "charger," then turn on the gas and the blast until no yellow appears in the flame, and direct the flame upon the solder until it melts. This is the process in a few words, but it is not so easy as it looks, and much experience is required to judge of the heat that various articles of different bulk take to make a good joint. It sometimes happens that a thick heavy casting and a light thin stamping have to be soldered together; in this case the blow-pipe flame should play upon the casting only, and be kept away from the stamping and the solder until the former is red hot, when the flame may be directed for a few seconds upon the solder, to make it run. The flame should be kept moving, and the whole mass should warm up uniformly. The difficulties of the solderer of chandelier work are often increased by the designer, who makes the scrolls, &c., with thick and thin parts in close proximity, when the job becomes one of extreme delicacy and difficulty.

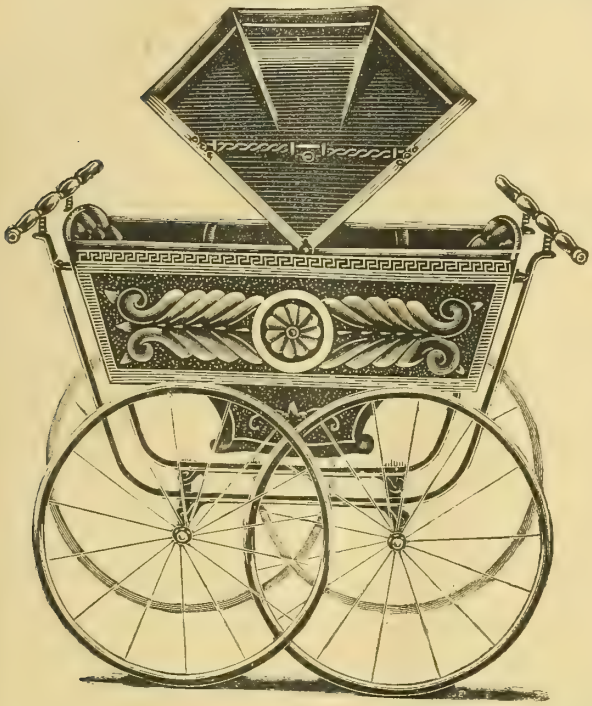
Much care and skill are required in tying the various portions of the work together; this, in fact, in some cases, is the most awkward part of the process. To make a butt joint, or a series of butt joints of two or more pieces of metal arranged in a straight line, requires some such device as a piece of strong wire, as a "backbone" against which the pieces of metal may be tied and their ends caused to meet. Work should always be tied in more than one place if possible, and double wires also used. Two small wires used together hold more tenaciously and firmly than a single wire of double their sectional area.

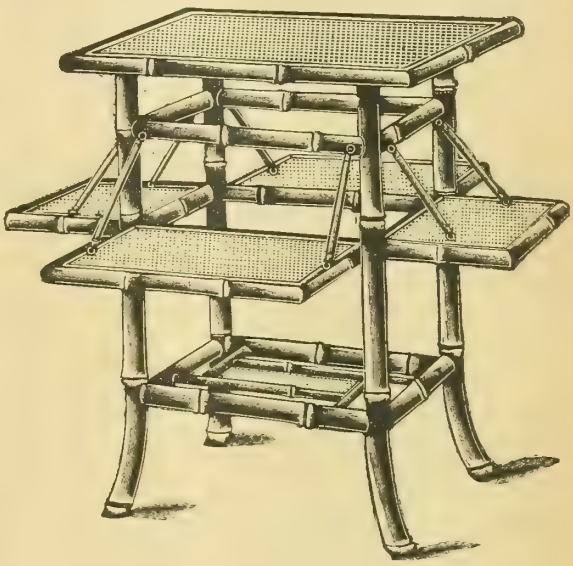
When an article, the metal of which is of doubtful composition, has to be hard soldered, careful note should be taken of the sound it gives when struck, the colour after cleaning or dipping, and the fracture. By these means it is frequently possible for an experienced workman to make a shrewd guess at the temperature at which it will be safe to solder, and to select his solder accordingly. The quality of solder used in hard soldering, or rather the point at which it will melt, depends upon the mixture of its component metals, so that in case where the solder obtained from a dealer does not answer the purpose because it requires too much heat, it is advisable to mix with it a little bar tin filings, by which means the melting point can be lowered as desired.—*William Probert in Art of Soldering.*

PRESENTATION TO A MANAGER.—The employees of the Singer Manufacturing Company, Blackburn District, met at the Victoria Restaurant, on March 1st, as a farewell compliment to their manager, Mr. Abraham Haworth, who is leaving for another appointment under the company. About fifty employees and friends sat down to a substantial meat tea, to which ample justice was done, after which the cloth was removed, and Mr. Cunliffe, Super., of Darwen, was voted to the chair. Mr. Robinson, on behalf of all employed, presented to Mr. Haworth a handsome silver-mounted walking-stick, with his name engraved thereon, a silver-mounted pipe and case, also cigar case and silver matchbox. Mr. Haworth acknowledged the presentation in a feeling manner, remarking that he would treasure the articles not for their monetary value alone, but as tokens of goodwill and the feeling which prompted the men, whom he had worked with for many years. Mr. Weaver, Super., of Chorley, and Mr. Chasney, Super., of Blackburn, who have worked many years under Mr. Haworth, spoke in glowing terms, as old servants, as to the good qualities of their late manager, and all engaged were sorry to part with him.

T. LUCKETT,

Patentee and Manufacturer of Bassinettes, Mail Carts, Invalid Carriages, Rocking Horses, Toy Cycles, Safety Horses, Bamboo and Wicker Furniture, &c.



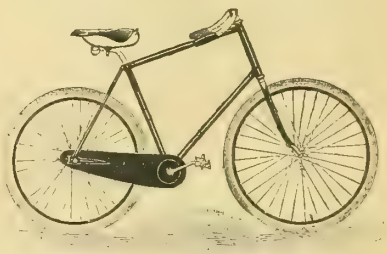


PRICE LISTS FREE ON APPLICATION.

CITY STEAM WORKS, MARK LANE, PERSHORE ST., BIRMINGHAM.

1895 CATALOGUE of

SPRITE



is Now Ready. Write TO-DAY for a Copy, which shows

HOW TO SELL
TWENTY Machines in 1895
AGAINST EVERY
ONE You Sold in 1894.
NO RISK TO YOU
but GOOD PROFITS,
and STERLING VALUE
to YOUR CUSTOMERS.

SPRITES LEAD
IN
Quality, Workmanship & Finish.

SPRITES are UP-TO-DATE.

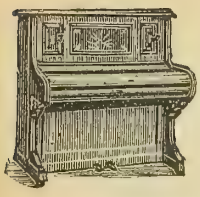
SPRITES are CHEAP and GOOD,
and Best Value on Earth,
QUALITY CONSIDERED.

Speciality:—EASY PAYMENTS ORDERS.

WRITE FOR PARTICULARS:—

SPRITE CYCLE CO., *Manufacturers,*

DEVONSHIRE ST., BLOOMSBURY, LONDON.



Section

In the United States the cheap piano question is receiving a deal of attention. *Presto* writes :—"A lumber dealer at the recent Manufacturers' Convention, in discussing the cheap furniture question, gave expression to some ideas which apply with almost equal force to the piano trade." And this is what the lumberman said : "The manufacturer might do as the newspaper does, give what is most in demand ; and just now the greatest demand is for something which looks expensive and luxurious, but does not cost the purchaser any great amount of money." We admit that there is a great demand for cheap, showy pianos, and we assert that the demand has been created by those who are mere furniture-makers and understand not the art of piano-building. And what is the average cheap piano ? A goodly apple rotten at the heart, a villain with a smiling cheek ! If these makers would repent them of putting everything in the shop-window and leaving the inside bare they might yet learn to make a creditable cheap piano.

The *Indicator*, another American journal, says that the only way that a self-respecting piano-maker can successfully compete with the manufacturer of cheap and nasty goods is by economising in certain details of the construction upon which the tone and touch of the piano in nowise depend. This saving process can be carried out in various ways, as, for instance, in the simplification of the case and the disuse of expensive hardwoods where no material advantage results from their employment. The structural plan and the mechanism of the more costly instruments will be retained in the cheaper models, the saving being effected only in the respects indicated. Our contemporary urges Americans to follow the example of London makers, some of whom—would there were more of them—are now making an inexpensive yet thoroughly good piano by these means.

Failures and Arrangements.

THOMAS E. BRIDDON, ironmonger and agricultural implement dealer, High Street and Church Street, Alfreton.

A deed of arrangement, dated February 22nd, was filed in the above on February 27th. The unsecured liabilities are £1,117 16s. 3d., and the estimated net assets £400. The Midland Perambulator Company, of Birmingham, are creditors for £15.

ELIAS MILLER, furniture dealer, 149, York Street, Belfast.

The above has been adjudicated bankrupt. Liabilities, £290 8s. 9d. ; assets (less preferential claims), £77 6s. 1d. The Midland Perambulator Company are creditors for £9 7s. 5d.

PERCY E. BROWN, trading as BROWN & Co., dealer in domestic machinery, 513, Fulham Road, Walham Green, and 328, King's Road, Chelsea.

A deed of arrangement, dated February 28th, was filed in the above on March 1st, the unsecured liabilities being given at £539 11s. 10d., and net assets £320. Among the creditors are the following :—

	£	s.	d.
The Star Manufacturing Company, London	93	0	0
Lefever, H. C., Bros., London	36	0	0
The American Wringer Company, London	34	0	0
Dover, H. & J., London	15	0	0
Saward, Jas. & Sons, London	15	0	0
Johnson, Chas., London	15	0	0
Whittaker Bros., Accrington	33	0	0
Littlewood, Geo., Birmingham	28	0	0
Walker, John, & Co., Glasgow	19	0	0
Johnstone, Howorth, & Co., Ltd., Manchester	41	0	0

THOMAS CRISPIN and STANLEY CRISPIN, trading as Thomas Crispin & Son, ironmongers, Queen Street, Huddersfield.

The above filed on March 13th a deed of arrangement dated March 11th. Unsecured liabilities, £4,219 16s. 11d. ; net assets, £4,367 13s. 11d. ; secured creditors, £10,714 10s. 10d. Among the creditors are—

	£	s.	d.
The Cherry Tree Machine Company, Blackburn	17	0	0
Smith & Paget, Keighley	58	0	0

CHARLES J. GRIFFITH and CHARLES T. AHIER, trading as the Nor'-West Machine Stores, domestic machinery dealers, 29, Station Road, Willesden Junction, 151, High Street, Acton, and 358, High Road, Kilburn.

A first dividend of 3s. 4d. is now being paid in the above at P. Mason & Co.'s, 64, Gresham Street, E.C.

THOMAS SEWING MACHINE COMPANY, LIMITED.

A meeting will be held at 30, Aldersgate Street, E.C., on April 16th, at 4 p.m., to receive an account of the winding-up of the above.

COUNTY COURT JUDGMENTS were registered on January 30th against C. W. Vosper, sewing machine dealer, Barnstaple, for £13 11s., and on February 12th against J. Bennett, sewing machine agent, Thornbury, for £17 15s.

WANTED,

SOLE REPRESENTATIVE

By leading CONTINENTAL SEWING MACHINE FACTORY, either to Travel the United Kingdom on his own account or to keep Stock and visit regularly the London and Provincial Sewing Machine dealers on account of the Advertisers.

Only experienced, reliable persons having good connections need apply.

State references and give full particulars.

"Agent," care of SEWING MACHINE GAZETTE, 28, Paternoster Row, London, E.C.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

2,951. W. J. Ford, J. R. Smith, and H. Ford, for improvements in knitting machines.

3,385. F. Pearson, jun., for a hinged tipfork and support for children's mail carts or other similar vehicles.

3,597. H. Stoll and F. Maercklin for improvements in double-straight bed knitting machines.

3,754. T. Birnbaum, for improved feed apparatus for sewing machinery.

3,901. J. Murchison, for improvements in perambulators and the like.

3,919. N. C. Lindsay and H. Stanbridge, for needle threaders for sewing machines.

3,968. J. T. Vaughan, for an appliance appertaining to knitting machines.

4,258. C. Sumner, a communication from M. Elder, of United States, for improvements in perambulators.

4,362. C. Butterfield, for improvements in Swiss embroidery machines.

4,411. W. Bowden, for improvements in lockstitch sewing machines.

4,476. Warwick Saw-mills Company, for improvements in perambulators or mail carts.

4,477. J. M. Wilson and I. Appleton, trading as the Warwick Saw-mills Company, for improvements in mail carts.

Abstracts of Specifications Published.

(Price 8d. each.)

2,229. *Knitting Machines.* C. Terrot, of Wurtemburg, Germany; and the Boas-King Knitting Machine Company, Limited, of Bradford, Yorks. Dated 1st February, 1894.

Relates to that class of circular knitting machines in which the needle bed is stationary, and the cams for operating the needles are revolved continuously round the cylinder for producing tubular seamless fabric. The invention is mainly an improvement upon King's Patent, No. 13,994, of 1892, and consists of improved mechanism which during reciprocating knitting will actuate at the desired times the guiding gates or cams concerned in selecting the needles during the well-known processes of knitting the heels and the toes.

9,131. *Sewing Machines.* H. H. Lake; a communication from Jones Special Machine Company, of Portland, Maine, U.S.A. Dated May 8th, 1894.

Relates to a machine for embroidering, overseaming, and fancy stitching, and consists of various improvements forming the subject of 24 claims, and which can only be intelligently described by reference to drawings.

16,527. Simultaneously making and sewing on braids or edgings. A. Buchholz, of Prussia. Dated August 30th, 1894.

Consists of an appliance which may be adapted to any machine, the said appliance comprising stuff guides attached to a plate, suitably fixed to the machine, in one of which guides the cord forming the core of the braid is guided, and in the other, which encloses the first guide, the stuff surrounds the cord in such a manner that on the simultaneous coming out of the cord and stuff, the latter surrounds the cord so that it can be sewn together by the needle, thus forming the braid, which is at the same time sewn on to the article of dress.

4,485. *Whirls for Sewing Machines.* F. W. Farr, of London Fields, London. Dated March 2nd, 1894.

An intermittent rotary movement is imparted to the whirl from driving gear having a continuous motion at one uniform speed, whereby the whirl makes one revolution for laying the thread, which forms the loop within the barb of the needle, and then remains stationary during the raising and lowering of the needle for completing the stitch and feeding the work.

7,365. *Sewing Machine Shuttles.* A. Anderson, manager of the Singer Manufacturing Company's Works, Kilbowie, Dumbartonshire. Dated April 13th, 1894.

The reel is composed of a tube, having end flanges secured thereon by centre pins entered in the tube ends. To prevent overrunning of the reel when a sharp jerk or sudden strain is applied to the thread, a tension pad, carried on a spring lever, is provided. A flat tension spring is combined with the shuttle and its thread guides, the spring being secured on the shuttle body and having its end bent and passed through an orifice therein, and a guide pulley is centred on the shuttle body.

16,460. *Sewing Machines.* A. Anderson, a communication from the Singer Manufacturing Company, of New York, U.S.A. Dated August 29th, 1894.

The object of this invention is to provide a convenient apparatus for stretching, holding, and sewing long sections of carpets, or other heavy fabrics, which are to be held in such manner that their edges may be readily evened for the sewing operation, and so that patterns or figures of the carpets may be conveniently matched by the operator as the sewing progresses, or so that the fabrics may be stretched, matched, and held preparatory to the sewing operation.

468. *Wax Thread Sewing Machines.* E. H. Smith, of 121, Nassau Street, New York, N.Y., U.S.A. Dated January 8th, 1895.

The improvements relate to wax thread sewing machines, wherein a rotary shuttle or loop taker, having a non-rotating thread case, co-operates with a needle and awl in forming the lockstitch. According to this invention, these parts are combined in operation with separate devices for actuating the needle and awl, and with positive means of holding the thread case at rest while the loop taker revolves.

United States Patents

Issued and Dated February 5th, 1895.

533,566. W. J. Stewart, Chicago, Ill., feeding mechanism for sewing machines.

533,639. A. Eppler, Newton, Mass., sewing machine.

533,665. G. R. Peare, Lynn, Mass., shoe sewing machine.

533,792. C. Donovan, San Francisco, Cal., clamp and guide for working buttonholes.

Issued and Dated February 12th, 1895.

533,874. W. E. Elliott, Marion, Iowa, button attaching machine.

534,020. J. M. Stukes, Roswell, N. Mex., quilting attachment for sewing machines.

534,077. F. Ohl, St. Louis, Mo., hand embroidering machine.

Issued and Dated February 19th, 1895.

534,263. W. H. Hanna, Petersburg, Ill., shuttle and shuttle actuating mechanism.

534,535. J. Walter, Brooklyn, N.Y., thread guide and cutter.

Issued and Dated February 26th, 1895.

534,835. J. W. Lingley, Wollaston, Mass., sewing machine.

534,969. H. Pulster, Philadelphia, Pa., knitting machine.

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours' notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best-finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—Advt.

"The Wheel of Life."

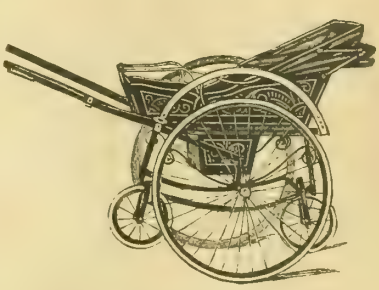


Patent Cart as Single, and Shafts at the back, from 25s.

DUNKLEY'S 1895 Pneumatic Cycle Wheels, 1¼ in. Air Tyres, Ball Bearings, Plated Hubs and Spokes, Rims enamelled, 8 inch diameter to 30 inch, from 10/6 per pair, for Mail Carts, Perambulators, and Bath Chairs. Cycle and Perambulator Parts, &c. Royalties arranged with a few other makers for Patent Sliding Well Mail Cart.

LONDON AGENT:

A. MOORE, 76, Hounsditch.



Patent Cart as Double and Shafts at front.

W. H. DUNKLEY, World Factory, Birmingham.

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

THE BELL ORGAN & PIANO COMPANY, LTD.,
49, HOLBORN VIADUCT, LONDON, E.C.

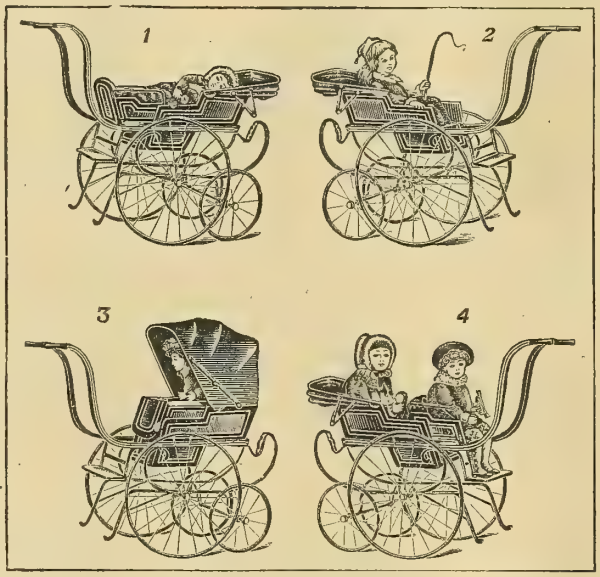
HARROP'S

Greatest Triumph in Baby Coachbuilding.

Patent Combination BABY CARRIAGE AND MAIL CART.

Convertible to 4 Positions.

(Patent No. 16,502.)

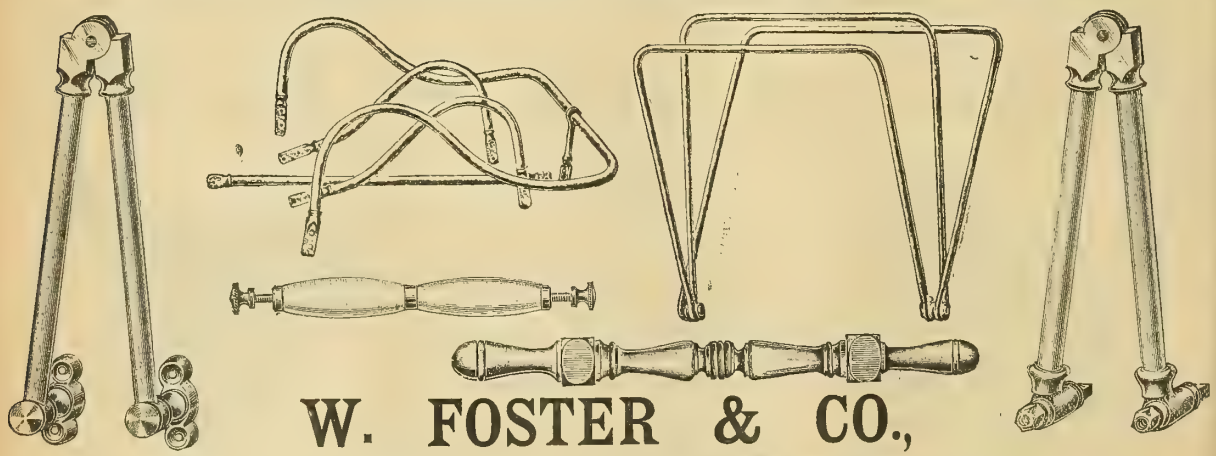


No Dealer or Home should be without one.

LISTS SUPPLIED ON APPLICATION.

55, TIB STREET (off OLDHAM STREET),

MANCHESTER.



W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

The Largest Makers in the World of Perambulator Fittings.

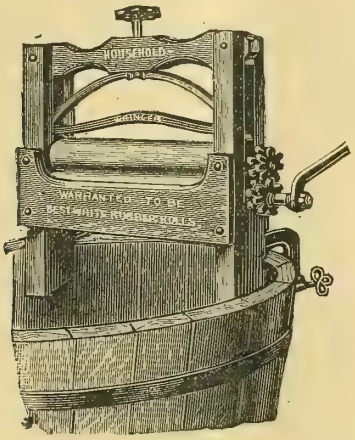
THE

American Wringer Co.

(late BAILEY WRINGING MACHINE CO.)

beg respectfully to call the attention of the Trade to their improved

"HOUSEHOLD" CLOTHES WRINGER.



The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

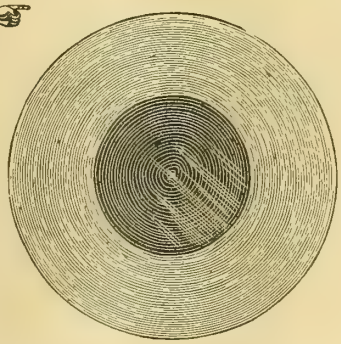
The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

WHAT IS THIS? ☞



This is a section of one of our Rollers, and indicates the exact thickness of rubber on the spindle. We guarantee all rollers in our machines to have an equal thickness of rubber to that shown in the sketch.

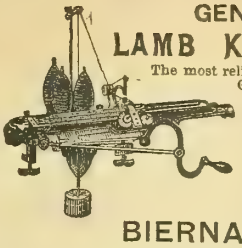
ANOTHER POINT—

The bearings in which the Rollers work are made of Raw Hide, boxed in iron. They are in themselves a natural lubricant, and never require oiling.

Our new Catalogue is now ready and will be sent, post free, on application.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.



GENUINE AMERICAN

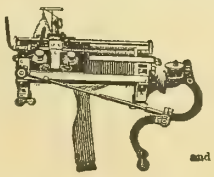
LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,
44, MANSFIELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post. TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 48, Upper Brook St., Manchester.



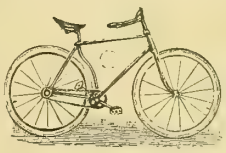
The New ROTHWELL KNITTER

is the only machine in the world which can knit every garment that can be done by hand.

It would take three days by hand what could be done on the "New Rothwell Knitter" in an hour, and thousands of ladies who have entirely abolished hand knitting are now earning good incomes at their own homes by these machines, which **Knit Stockings, Socks, Gloves, Combinations, Vests,** in fact everything, in either silk, wool, or cotton.

Write for prices and full particulars to

W. Rothwell & Co., Limited, Albert Works, Bridgeman St., Bolton.



Section

The "Magic" Gear Case Company have a new detachable, which they claim is the best gear case introduced.

During the past month the sensation has been the issue of the prospectus of the Bamboo Cycle Company, with a capital of £80,000, three-fourths of which goes to the vendor.

Cycle Agents' Associations are now being formed in numerous centres, among the latest being Manchester and Stockton. One idea of the promoters is to regulate the rate of instalments, and another to keep up prices.

Much trouble is being experienced by cycle manufacturers in getting tube, owing to the fact that there has for some time past been uncertainty in the trade as to sizes and gauges, and the tube companies have not cared to make largely for stock.

Recently we stated that the hardware journals were hounding on the ironmonger to annex the cycle trade. On the other hand, the cycle papers are recommending the cycle agent to take up the sale of hardware. The *Cyclist* has been devoting special attention to this question, and writes as follows:—The ironmonger's best chance of establishing a good business is to be found rather in busy country towns than in the midst of large cities. Here the well-established cycle depot is in possession, and likely so to remain. In large outlying districts, away from the centres of our big towns, however, a good opening will frequently present itself. The requirements of the neighbourhood as evidenced by the class of residents will be a considerable factor in the case, and before deciding it would be well to ascertain not only what cycle agencies exist in the district, but, if possible, something about the financial position and business success of existing establishments. The presence of a well-conducted cycle depot, which is in a position to, and does supply the full complement of machines required by the town, may well act as a deterrent, but if it is found that there is no regular cycle depot, or that the existing one,

whilst doing a fair trade considering the size of the district, is only just being kept afloat—by reason of the beforementioned 'off-season,' then we suggest that a good opening exists, and in the latter case the ironmonger will do well to approach the cycle agent, and endeavour to combine forces by taking over the cycle business and connection bodily, and engaging its owner on commission, or salary and commission, to manage the cycle department for him, and assist in other ways in the off-season. Such an arrangement will be a good thing for both parties. The agent will be relieved of his business responsibility, will be in receipt of a certain income, and will know his position. The ironmonger will secure a trade from the commencement, his business training will enable him to work his capital to better advantage, many expenses incident upon a separate establishment will be saved, and the 'off' season will entail little or no loss, as the time devoted to cycle selling in the spring and summer can be transferred in the autumn and winter to the stove, lamp, or other winter trade branches. Whether such an amalgamation of interests, however, is or is not made, the ironmonger who wishes to do a cycle trade must make up his mind to carry it on as a special branch. By this we do not necessarily mean the occupation of additional premises, unless those he already occupies are too small and crowded for any more room to be found to advantage. What is wanted is that such arrangements shall be made which will enable the public to see at a glance and to feel that they are entering a bicycle shop, and not merely an establishment where they may buy a pennyworth of tacks, a jack knife, a saucepan, *or a bicycle* if they have a fancy that way. The cycle buyer, in short, prefers to purchase from one who he can feel understands his business and the nature of the article he sells."

"Your advice to ironmongers," writes an old and esteemed agent to *The Cyclist*, "is sound, and may be taken advantage of by many of the regular agents. If ironmongers will go into the trade on the lines you have laid down, we shall welcome them rather than otherwise. It is not the competition of established traders on business lines we fear, but what has put the agency trade where it is is the unfair competition of impecunious and irresponsible agents who go into the trade with no capital or business experience, get goods on credit, sell at a few shillings above cost, and are sold up after a few months' trading. This is the class of agent (save the mark) who is the curse of the trade, and there are too many of them, as well as of the commission agent, in the shape of the club captain or secretary. We don't care into whose hands the trade gets so long as it is done on business lines. We can get a chance of living then."

PRAM. FASHIONS.

Judging from reports which reach us from manufacturers and dealers, mail carts are selling this year even more freely than formerly. We have heard it said in the trade that the mail cart would soon go out, but everything now points to the fact that it has come to stay. The great objection to carts for very young children, viz.—that they are not sufficiently comfortable as compared with bassinettes—was to some extent overcome last year. This season nearly every manufacturer has a bed device, and most of them answer so well as to practically remove every obstacle to the complete abolition of the bassinette. The majority of mothers whose purses are none too well lined, now look ahead when making their purchases, and regard the mail cart as serviceable for all their children alike. But there is another reason for the popularity of the cart—father favours it, and does not mind being seen with a cart, but draws the line at a perambulator.

Another objection to mail carts, their length, is also fast disappearing. Last year several firms adopted folding shafts, but this year they are to be found in every trade catalogue, and, moreover, the hinge arrangements have been vastly improved.

We find that a good demand has set in for carved panels both for carriages and cars, also that two-handled hammock bassinettes are in favour. Speaking generally, the lowest quality carriages are not in so great request as last year. The public are clearly finding out that a medium-priced article is really the cheapest. Dealers should do their best to popularise this notion, as it saves them from complaints, and not a little loss.

JOTTINGS

Messrs. Peckham & Son, the well-known Gosport domestic machinery dealers, have opened a branch in Commercial Road, Landport.

Mr. Patrick Diver, general dealer, of Donegal, Ireland, wishes us to announce that he is desirous of receiving price lists of cycles, furniture, musical instruments, and perambulators.

Last month a boy in the service of a perambulator manufacturer was fined 2s. 6d. and costs for wheeling a bassinette for advertisement purposes on the footway in Fleet Street, E.C.

A well-known German Sewing Machine Company is advertising in our present issue for a sole wholesale agent. They inform us that they are open to arrange the most favourable terms with a suitable person.

Mr. Pilkington, for years at Manchester but latterly at Birmingham, has retired from the Singer Company, and his successor as Birmingham district manager is Mr. Carlisle, formerly an inspector at Foster Lane.

Several changes have recently taken place in the Singer staff. Mr. Marshall, late of the factory department at Chiswell Street, has been made district manager at Leicester, and Mr. Clare is now connected with the factory trade of Foster Lane.

Mr. Joseph Powell, of the Wheeler & Wilson Manufacturing Company, has now returned from visiting his company's headquarters in the United States. He informs us that a new Wheeler & Wilson machine will shortly be put on the market.

Mr. J. Lewis, late manager at Mountain Ash for Messrs. Hutchins' Sewing and Domestic Machine Supply Company, is about to start business upon his own account at Penrhiwceiber, Mountain Ash, and would be glad to hear from wholesale firms in similar lines, including furniture.

In the matter of Wheeler & Gee, Limited, domestic machinery dealers, 26, Castle Road, Cardiff, it was resolved on January 28th that the company be wound up. C. E. Dovey, 31, Queen Street, Cardiff, C.A., liquidator, is authorised to sell and transfer all the undertaking and assets of the company.

Messrs. S. Cox & Co., of Alcester, write us as follows:—"Having received so many applications for needles that would not cut the thread, we have now invented needles which cannot cut in the eye, as the thread works through the centre of eye only. This no doubt will prove a blessing to machinists."

The Singer Company have now settled down in their new Manchester headquarters at 5, Piccadilly. These premises are said by the press to be exceedingly handsome, and to contain the choicest collection of art sewing ever brought together. We have not yet had an opportunity of seeing for ourselves, so cannot say more at the moment.

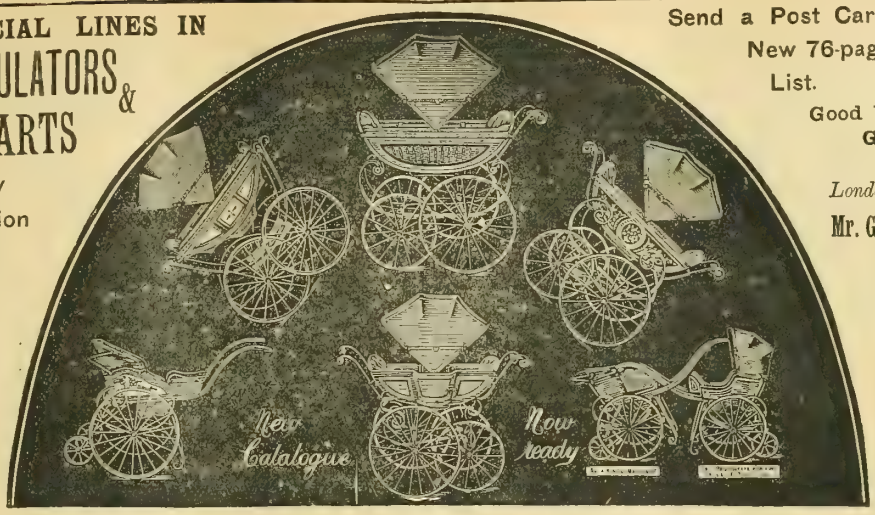
Last month a woman informed a magistrate that the Singer Company were detaining a sewing machine, but, as is usual in these cases, she told only one half the story. The company's manager later on attended the court and told the magistrate that the woman having been sent to prison, her husband sold their machine to a man, from whom the company subsequently recovered it. Further, that if the woman would only pay the money she owed the company they would gladly let her have it back.

At the Tunbridge Wells Police Court, on the 20th ult., Sarah Brown, alias Poulton, a young married woman, was charged with obtaining a perambulator, value £2 15s., by means of false pretences, from Mr. George Jenner, of Camden Road, Tunbridge Wells. Police-constable Still said he arrested prisoner at Hastings. Whilst being conveyed in the train to Tunbridge Wells she admitted having taken the perambulator, and said it was owing to poverty. Since Christmas last she and her child had been half starved. Her husband had sold the perambulator at Hastings. Prisoner was remanded. On the following day the prisoner was again brought up, and her husband, Alfred Poulton, was charged with aiding and abetting.—Mrs. Jenner, of Camden Road, Tunbridge Wells, on being called identified the female prisoner as the woman who had called at her shop. She said she wished to hire a perambulator for several hours, and that she would pay a deposit of 1s. She gave an address in Hill Street, Tunbridge Wells. Witness had not seen the perambulator since.—Police-constable Jupp gave evidence as to the arrest of the male prisoner on the previous day at Hastings. When he took prisoner into custody he admitted having sold the perambulator for 7s. at Hastings.—Eventually the Bench discharged the female prisoner, and the male prisoner, who pleaded guilty, was sent to gaol for twenty-one days with hard labour

AS MANAGER OF DEPOT.

ADVERTISER, with many years' experience of the sewing machine and domestic machinery business, is OPEN to an APPOINTMENT as MANAGER of DEPOT.—Address in first instance, "Memo," care of the *Sewing Machine Gazette*, 28, Paternoster Row, London, E.C.

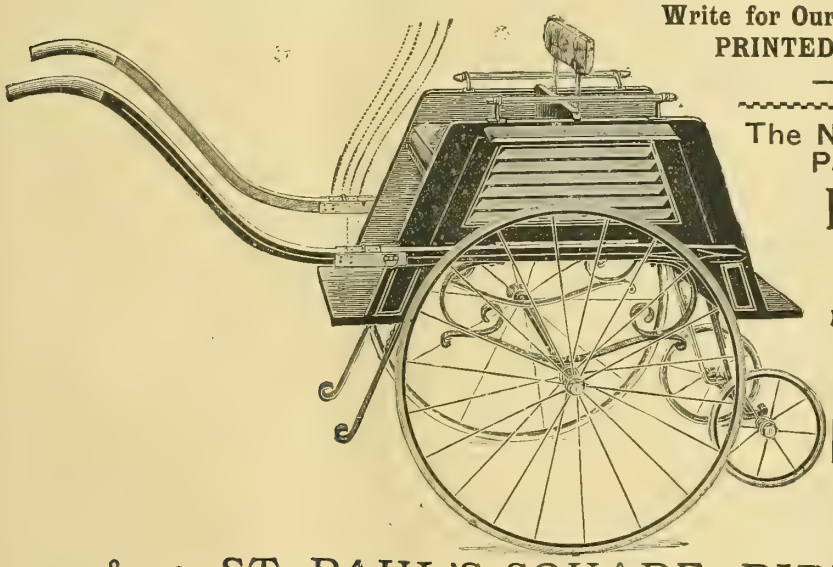
SPECIAL LINES IN
PERAMBULATORS & MAIL CARTS
of every description and quality, to suit all Trades.



Send a Post Card for our New 76-page Price List.
Good Value Guaranteed.
London Agent —
Mr. GEO. PEARCE,
39, Holborn Viaduct,
E.C.

THE HALESOWEN PERAMBULATOR CO., Limited, HALESOWEN, near BIRMINGHAM.

TELEGRAMS—"ROTHSCHILD, BIRMINGHAM."



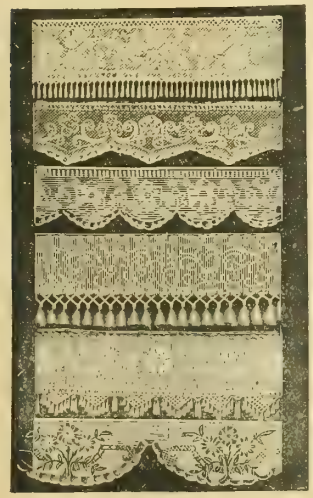
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In all Classes of Goods.

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LLOYD & CO., BORO, LONDON, S.E.
MANUFACTURERS OF
CANOPIES! CANOPIES! CANOPIES!
For Perambulators or Mail Carts.



LLOYD & CO. respectfully call your attention to their Price List of **Canopies for Prams and Cars.** Besides those usual styles in Striped, White, and Cream Hollands, they have introduced SIX SPECIAL DESIGNS (all protected), and called

THE "DUCHESSE" CANOPY.

The sides being beautifully and artistically trimmed by Aplique and Embroidery, which, being lined Sateen (various colours), have a very pretty effect.

We will send a Sample Set (on approval) to any Dealer, providing he pays carriage for return if not kept.

Sewing Machine Gazette Office, 28, Paternoster Row, London, E.C.
RATE.—½d. per Word ; Minimum, 6d.

WANTED, Furniture, Sewing Machines, Musical Instruments, Clocks, Bassinettes, Mail Carts, Bicycles, &c., to sell on Commission. Good Showrooms.—Universal Supply Agency, Bradford Road, Dewsbury, Yorkshire.

O. BURNHOPE, 61, Queen Street, Hull, will be pleased to receive Price Lists and Terms from a good Perambulator maker.

SINGER (family and medium), 2s. per post.—Cox & Co., Eagle Works, Alcester.

A SPLENDID INVESTMENT FOR ENERGETIC MAN.—For Sale, old-established business in Bassinettes, Wringing and Sewing machines, with a splendid connection in Liverpool and suburbs; large weekly takings, can be easily doubled; will be sold as a going concern (stock, goodwill, and hire accounts) at one-third its value, business float included; high-class cob and dogcart optional. Cash £400.—Address, "Bassinette," c/o Messrs. Sewell & Co., 28, Paternoster Row, E.C.

SEWING MACHINE BELTING AND OILS.—If you want the Best Belting or the Best Oil apply to the Best Firm for Cheapness and Quality in the Trade.—J. Searle & Co., 42, Trafalgar Street, Walworth.

(See page 32 for other advertisements.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

Subscription.—3s 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

THE HIRE TRADERS' GUIDE AND RECORD.

Subscription.—2s. 6d. per annum, or 9d. per quarter, post free.

Advertisements.—Tariff on Application. All changes in Advertisements to be notified by the twenty-fifth of each month.

Contributions.—Articles, Letters, Reports, &c., on trade subjects invited and paid for if so arranged. Readers are earnestly requested to notify changes of address, he opening of new premises, &c., in their several towns.

Trade Information.—We are always pleased to be at the service of our readers by supplying them with the names of manufacturers, &c. All we ask is that they enclose stamp for reply.

Replies to Advertisements.—We request that readers, in replying to advertisements in our columns, will mention our Journals as the source of their information.

In Writing to Us.—Please address all communications either "Publisher," or "Editor," at the address given below.

Hire Agreements and Payment Cards.—We supply these to most hire traders. Particulars on application.

List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

SEWELL & Co., Publishers.

28, 29, & 30, Paternoster Row,
London, E.C.

Editorial Notes.

The Thomas Co. Sewing Machine.

Our readers will notice elsewhere that the Thomas Sewing Machine Company is being voluntarily wound-up. This, as most of the trade know, is one of the very oldest sewing machine concerns in the world, and the winding-up order will come as a surprise to most members of the trade. It has, however, been expected for some time past, as considerable friction has been observable in the management, and, further, there was another source of trouble. For some years past the trade in Thomas' machines has almost entirely been confined to the manufacturing trade, but last year they started to manufacture for a syndicate a new family machine, which is now much overdue according to the terms of the contract. Early in the past month a receiver was appointed on behalf of the debenture holders, and he, as we elsewhere report, is now followed by a liquidator, Mr. A. F. Whinney, of 8, Old Jewry. The liquidator requests all persons having claims against the Thomas Company to send him particulars by June 6th, or otherwise the claims will not be recognised.

State of Trade.

During the past month trade has considerably improved, and most perambulator manufacturers are working overtime. The sewing machine trade is not nearly as brisk as could be desired so far as retail sales are concerned. There is, however, much energy on the part of manufacturers to secure a due share of the anticipated prosperity in the early future. We know of no less than five patent machines in course of production by as many new companies, and several foreign firms are arranging new wholesale agencies in this country.

Pram. Wheels.

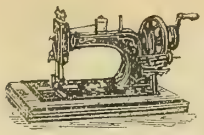
Talking of the pram. trade reminds us of a scheme which it is attempted to hatch, and which does not seem to us to promise success. It is being proposed that the large perambulator manufacturers should form a company and manufacture their own wheels. This is the application to the children's carriage trade of a principle which has always been a failure in other trades, and if the thing comes to a head, which is very doubtful, we shall consider it a very interesting co-operative experiment.

Shop Hours Act.

Our readers should not omit to take note of the fact that the Shop Hours Act came into force last month. It is now obligatory on shopkeepers and warehousemen to exhibit the statutory notice of the Act under a penalty of 40s.

The Factory Act.

Another Act for non-compliance with which many persons are now being fined is the Factory Act. The latest case brought to our notice is that of a machine repairer, whose premises were considered to be a factory as he used power, and because he did not exhibit the statutory notice he was fined 20s. and costs.



Section

WITH THE COLLECTOR.

By S. M. C., in the *Chicago Sewing Machine Advance.*

The position of the instalment collector is not one to be envied at any time, even when people are comparatively well able to pay, but now, when the many are yet suffering from the severe financial pressure of the past two years, and poverty has come knocking at the doors of many who had never dreamed of being hard up, the collector is a very unwelcome visitor. Collectors in general are looked upon as very undesirable visitors, whose presence is only tolerated when there is no way to avoid them. It may be that their peculiar calling necessitates their being of a cold and distant nature when dealing with their customers, for like the pawnbrokers they are always afraid that their customers will become too friendly with them, and then they will begin asking favours.

But, for all this, a gentlemanly collector would be much more welcome than one who is the reverse, and a great many of them are the reverse. It is a wonder that any manager or set of managers would ignore the voice of the public which clamours for the dismissal of some of these ill-bred individuals, and still retain them, much to the detriment of business and the discomfort of the customers.

The different kinds of collectors are well worth studying, and their way of doing business is often as interesting as it is novel. I never knew one yet who did not think that he was just the right man in the right place, and it would never do for anyone to try to tell him how he ought to do business in order to make a success. If you are a salesman you think that you know something about how the collector ought to treat your customers; whether he should be severe or lenient; whether he should insist on an immediate payment, or in default thereof threaten the forfeiture of the machine. But, as I was saying, there are many different characters amongst collectors.

Perhaps you are acquainted with the tall, solemn-looking gentleman whose clothes are of a clerical cut; a sort of cross between a country preacher and a religious cowboy. He is scrupulously neat and clean, but fierce of countenance; frequently striking terror to the heart of the timid housemaid by the stern and peremptory manner in which he demands to know how long she thinks she can keep a sewing machine without paying for it. "But I did not buy the machine," she says, in a frightened tone. "It belongs to the lady of the house, and she leaves the money with me when she has any to leave. I only work here."

"Oh, oh," he exclaims, as though he had found out something that he suspected all along, "and where is the lady of the house"?

"She is gone out, sir," answers the girl.

"Well, you tell her that I'll be here again, and I want her to be in, for I want to see her. I must have the money or that machine. Tell her that I said so."

The girl answers "Yes, sir," timidly, and he stalks away to tell the lady next door about the kind of a neighbour she is living beside. You might not think that a man like this could hold a responsible position, but he does, and, strange to say, although the customers complain a good deal about him, he seems to suit his employers pretty well and is retained.

Then there is the religious collector, who is always trying to tell people how to live here in order to enjoy life hereafter. It is a case of a religious man with his religion in his way and pretty much in the way of everybody else. Upon one occasion he happened to call in the course of business at a house where the ladies were enjoying their morning lunch, with beer; a very common occurrence amongst Germans. The lady of the house had no money for him, and politely asked him to call some other day, to which he replied very pointedly, "If you wouldn't drink so much beer, you would have more money to pay your debts with."

Then there was war, and while he expatiated on the

evils of intemperance, the women replied with choice German adjectives, the meaning of which, luckily for him, he did not understand. Of course, the lady made a complaint at the office and left word that the preacher need not call for any more payments on the machine, as she would not pay him, and, further, that if her husband should be at home the preacher might get hurt, so he has not gone there since.

Then we have the collector who is always inquiring how much his customers paid down on their machines, and where they got the old one, and whether the salesman offered them any commission in case they made a sale for him. If this particular collector finds out anything that would be an injury to the salesman's reputation, he loses no time in putting the manager in possession of all the information that he can gather. You may depend upon it the story loses none of its worst features in the narration, and the manager is led to believe that this is one time that he has caught a salesman dead to rights. So he calls the salesman up on the very first opportunity and asks him how about that sale. Well, it would be a poor excuse of a salesman who couldn't find some way to get out, and he generally explains matters in a way that satisfies the manager that something is wrong somewhere, but whatever it is the collector is a good man to have around.

Then there is the collector who, when he calls on a customer for a payment and is told that the man who sold the machine gave them an extension of time in which to make the second payment, is never surprised or angry. He argues the advisability of making a payment now, even though it be a small one, so that they won't have so much to pay when the second month comes around. He offers to call oftener than once a month, every week, in fact, so as to allow them to make small payments at short intervals, thus making it possible for persons whose income is small to make a pretty fair showing.

He doesn't want to hear what a good bargain the salesman gave them, nor how it came about that they got the first receipt for two dollars, nor does he want to hear how they came by the old machine, nor what the salesman offered to do by way of extending time and allowing them to skip payments in case of sickness. He pleasantly reminds them that the salesman lives by selling, and that it is his business to sell as many machines as possible, but that each customer must sign a lease agreeing to pay a certain sum per month, and this agreement between the customer and the sewing machine company is all that the company or the collector has to go by. However, the company is always willing to do what is right, and so long as the customer does his or her best to keep up the payments they need fear nothing.

This kind of reasoning leads the customer to believe that while the salesman is perfectly honest his desire to make the sale may have prompted him to make some extraordinary promises which the company might not feel bound by, and so they try to pay up as fast as they can for fear that the agreement they signed will be made to operate against them. The customers generally like this collector pretty well, and very few women run and hide when they see him coming, for they know that he will treat them in a civil manner even though they have no money for him. He never comes into the office with stories about the salesmen ; how they sell machines or what they promise, but if anything in the arrangements which the salesman has made with the customer calls for an investigation he calls the attention of the salesman to it first, so that he can see the customer and if possible straighten matters up before the manager gets around. I have known of many a sale saved by the collector conferring with the salesman before bringing in the machine. It often happens that the salesman can do something to keep the machine out which the collector could not do, from the fact that the salesman may know something about the circumstances of the people that the collector has not had time to investigate.

Many collectors make themselves obnoxious to people by their arbitrary manners. They won't listen to a reasonable excuse. They must have the money, and no matter what the poverty of the family or the condition of their financial resources, they must pay. When people have no money it is of no earthly use to quarrel with them. There may come a time when they will have money, and whether they will ever pay for the sewing machine is often decided by the length of time that the company can leave it while waiting for the customer to resume payments.

While it is true that collectors are generally disliked, it is almost always through some fault of their own, for we are living in an age of credit, with everything sold on easy payments, and collectors are more common now than they have ever been since the world began.

APR 12 1895

THE SINGER COMPANY'S NEW HEAD-QUARTERS FOR THE U.K.

The new premises which The Singer Manufacturing Company recently purchased in St. Paul's Churchyard are being fitted up in a style, and with the energy characteristic of this mighty corporation. Carpenters, decorators, hot-water appliance fitters, lift erectors, electricians, telephone contractors, all seem to vie with each other as to speed and efficiency, and the continuous hammering, fitting, etc., is not conducive to an agreeable conversation.

A flag, by the way a novel advertisement, flies over the building, or, more correctly speaking, flags, because one day we observed "Singer's" in large characters, next the Stars and Stripes, and again the Union Jack. This denotes what we may expect later. The growth of this concern is truly phenomenal, and it is a masterstroke to secure such a monument to the trade in general and to the Company in particular as the purchasing of this handsome edifice affords.

As a further indication of the vastly increasing dimensions of Singer's business, we may mention that the London district, or Central Office Territory, has outgrown itself, and two further Central Offices are being established. These will control the outer or suburban parts of the mighty city together with the country territory of the southern section. As our readers know, Mr. Spiess is the London manager ; Mr. Paton, for many years with the company, will become the Southern manager; and Mr. Sang will still retain part of his old district with a considerable portion added, and forming the Western Central Office.

We understand the trade of the country generally is satisfactory both in goods sold and in money. In Manchester the elegance of the new showroom has created quite a *furore*, and this will shortly have a rival in Edinburgh ; so that, while the metropolis is engaging so much attention, the provinces are not being forgotten.

It naturally occurs to thinking men to ask what is the mainspring of these gigantic strides, and the answers are more or less varied ; but from many years' observation, and from as close a scrutiny as we are able to make without being rudely inquisitive, we can only arrive at one conclusion, and that is that the big results come by a combination of strict business integrity, industry (commonly called hard work), and originality. The guardians of the Company's interests seem to have a faculty of never leaving off, and they apparently thrive on it both bodily and in pocket.

As an illustration of the latest original phase we were struck the other day with the exhibition of what is known as an Art set, comprising rings, etching foot, an art manual, a transfer design, a "study," and twelve reels of silk—all that is needed to produce the now celebrated art work—all artistically got up and placed in a dainty octagonal box. This box is certainly cheap at 5s. ; indeed, it is only by the company ordering a large quantity that permits of such a figure being fixed. The profit cannot be in the sale of it, but must come in advertising value.

But this is not all, for we are told that 5,000 are being presented free to new customers who take machines either for cash or on hire on certain stipulated reasonable conditions. What an opportunity for enterprising and enthusiastic salesmen and collectors ! And this brings us to another subject.

At the time that most of the present or modern plans of the Company were introduced, we had numerous inquiries as to what it all meant, and we had some complaints. In regard to the former, all pioneers meet with unbelievers and distrust. The Singer Manufacturing Company, with their world-wide organisation, must be prepared in their progressive march to meet with what

Stevenson, Edison, and others had to encounter. Respecting complaints, we have invariably found it best to recommend those who are in trouble to have a frank talk with their superintendent or manager, because, alike in private, public, and business life, most troubles and mischief spring from misrepresentation or misunderstanding. With such an organisation as the firm we are referring to, how can an outsider, or even an insider, unless possessed of many years of experience, judge the motives from a half-told story or only a partially inspected action? It is like the hire system, which is valued by the public in proportion to the use they make of it. A more philanthropic and real breeder of fellowship institution (whether devised from that point of view or not, never mind, it does not change its effect), was never invented, and any blame it has ever got emanated from those thoroughly ignorant of its ruling principles. So it has been with many complaints that have reached us from the *employes* of different firms. It is within our own knowledge that the public were never so well served in the trade we have the honour to represent as they are to-day. Sewing machines were never so perfect, and terms were never so liberal.

The same remarks apply, in the main, to terms to *employes*, when fully reviewed, and remembering the deductions in the past and retentions of the present. We understand that all collectors and salesmen have the free aid of superintendent, the partial and, in some cases, whole benefit of shop orders and prospects, benefits arising to collectors from the orders of salesmen, outside men, and reserve staffs, the aids to sell and to make selling easy (thus allowing more to be done and more commission earned), the collecting aids and facility for being prompted and assisted, the production of art specimens at very considerable cost, and, lastly, in connection with The Singer Manufacturing Company, the distribution of these free art sets, and these undoubtedly confer benefits on the *employes*, and the expense of all these items has, naturally, to be borne by the employers, and the *employes* contribute nothing. What has astonished us more than any other feature is the completeness of the plans and the thorough blending together of all interests from the beginning to those in the highest positions, no individual can gain without all gaining, and no one can lose without all losing. We have examined the plans closely and studied them as intently as our limited time will allow, and we say it is a repetition of the old story, "Read, mark, learn, and inwardly digest," and if an individual is not making money and is unhappy, it is because he cannot understand; either the instructor is at fault, or the comprehension is misty.

We recently illustrated and described the new premises of the Wheeler & Wilson Manufacturing Company, and very shortly we hope to deal similarly with the magnificent block now being prepared for occupancy by The Singer Manufacturing Company as their headquarters in place of Foster Lane.

CRUSADE AGAINST STORES.

From time to time retail tradesmen in this country try to get up a public agitation against the stores, but without much success. It would seem that the stores have come to stay, and must be reckoned with as competitors who cannot be wiped out by moral means. It would appear from the New York *Sewing Machine Times* that not only is this question of burning interest in the United States, but it is proposed in Kansas City to effect a remedy in a unique manner as explained below. Our contemporary says:

We have brought to the notice of our readers a number of complaints from various retail trades of the gradual absorption of special lines into the great department stores. In a few cases legislation to prevent this tendency of trade has been suggested, but so far as we know not yet carried out. The latest proposition we have knowledge of is set forth in a Kansas City paper of date March 23. It will be seen that the proposed classification of trades recognises the sewing machine:

"Alderman Rieger, of the Third Ward, will introduce an ordinance in the Council to-night which is designed to force the large department stores to pay a yearly licence of 200 dols. for each separate branch of business they carry on. The first clause of the ordinance designates as separate branches of business: Dry goods, boots and shoes, hats and caps, including gloves, canes, and umbrellas; clothing, including gentlemen's furnishing goods; furniture and carpets, glassware and queensware, hardware and tinware, including door and window screens; groceries, drugs and medicines, jewellery, millinery, tailoring, dressmaking, books and stationery, music, wall paper, pictures and frames, sewing machines, bicycles and tricycles, toys and baby carriages, restaurants, including ice-cream and confectionery.

"The ordinance provides that within thirty days after its passage each merchant who has combined any of the different kinds of business designated shall get a license of 200 dols. a-year for each branch, in addition to the regular merchants' licence. A violation of the ordinance is made a misdemeanor punishable by a fine of not less than 100 dols. nor more than 500 dols."

BASTING WITH A LOCK-STITCH MACHINE.

In the pamphlet on "Sewing Machines Past and Present" issued by the Two-Reel Sewing Machine Company, there appears a section devoted to the relative merits of lock and chain stitch machines. Mr. Daniel Jones has for long to our own knowledge held the opinion that chain-stitch machines will one day be ousted from their most favoured preserve—the hosiery factory. In the first place there is a great waste of thread, as a chain-stitch machine uses one-third more cotton than its compeer. There is, of course, the question of elasticity to consider, but, says Mr. Jones, there is more fiction than fact in the claim that the chain-stitch is the only one which will produce an elastic stitch, and this he hopes to demonstrate at an early date.

In the meantime, in the little work named above, appears a suggestion to users of lock-stitch machines as follows:

"If it should be desired to temporarily 'baste' or join material in such a way that the (lock) stitch would be readily unpicked or unravelled, all that the operator has to do is to leave one thread so slack, or destitute of tension, that the thread lies straight along one side of the material, and is not drawn into it. The straight thread can then be readily withdrawn, and the looped thread being consequently unlocked, the entire thread comes out, and can be used for other purposes. This fact is frequently overlooked by users of lock-stitch sewing machines, and some persons actually dislike lock-stitch machines because their seams are so difficult to rip up or unpick. What greater praise could be bestowed upon the lock-stitch than this kind of censure? The amount of thread taken by the different kinds of stitch is about as under:—

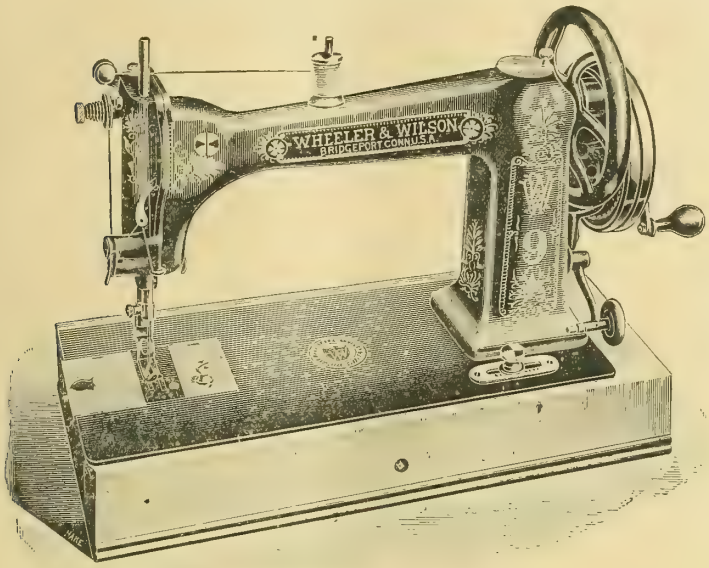
Lock-stitch = 1·0 = 50 yards of cotton
Produce 20 yards of seam.
Chain-stitch = 1·33 = 67 yards of cotton,
Produce 20 yards of seam.
Double thread chain = 2·5 = 125 yards,
Produce 20 yards of seam."

RHODES AS A COMPANY.

We understand that the well-known Halifax firm of Thomas Rhodes & Sons, Limited, was recently registered as a company, with a capital of £10,000 in £5 shares. The company is formed to acquire and take over as a going concern the business of sewing-machine and musical instrument dealers and general house furnishers, formerly carried on under the styles or firms of Thomas Rhodes & Sons and the Cash Furnishing Company, at 18, Silver Street, and 4 and 6, Broad Street, both in Halifax, and to carry on the business of sewing-machine dealers, pianoforte and other musical instrument dealers, cabinet-makers, and warehousemen, furnishers, &c. The subscribers are—James Rhodes, 26, Clifton Road, Halifax, furnisher; William Rhodes, Morris Hill, Southport; Cornelius Rhodes, 63, Clare Road, Halifax, furnisher; Mrs. Emma Rhodes, 26, Clifton Road, Halifax; Frederick Drake, 36, Emsent Grove, Halifax, bookkeeper; Mrs. Emily Rhodes, 63, Clare Road, Halifax; Mrs. Henrietta Rhodes, 27, Riding Street, Southport—one share each. The company was registered without articles of association by Jordan & Sons, 120, Chancery Lane, W.C., and the registered office is 4 and 6, Broad Street, Halifax.

THE NEW W. AND W. MACHINE.

A year or so ago it was decided by the Wheeler & Wilson Manufacturing Company to introduce a new hand machine, which, whilst being well up to the Company's standard of quality, should be procurable by dealers at a much lower price than has formerly been charged for



any of this Company's machines. During the past month the first consignment of the new machine has arrived, and we have had an opportunity of thoroughly examining both the machine and the conditions under which it is to be offered to dealers. For details as to terms we must refer our readers to the Wheeler & Wilson Manufacturing Company, 6, Paul Street, Finsbury, London, E.C. As to the new features of the machine, we will at once give a few particulars.



Our readers will observe from our illustration that the new machine, called, by the way, the "D 9," bears a striking resemblance to the "No. 9." It is, however, somewhat smaller and lighter, and the hand appliance is more compact. Although the "D 9" can be used with a treadle, the Company specially desire to sell it as a hand machine for which it is eminently suited, being extraordinarily light and quiet.

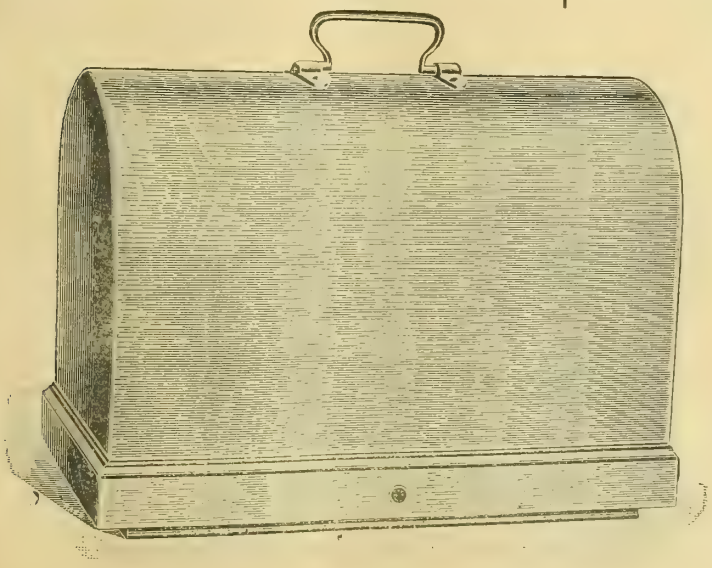
This machine is invariably supplied with a handsome walnut cover (as illustrated), which cover is held to the machine by means of four bolts, two at each end, operated by the ordinary machine key. These bolts also hold the head to the base. The accessories are kept in a roomy walnut box of a size just sufficient to go under the arm of the machine, which box has an ingenious revolving shutter, also rubber feet in order not to scratch the base.

We find the upper part of the machine, so far as the feed, tension, the useful tension-release, and the driving mechanism are concerned, to resemble the "No. 9." The thread guide, however, is fitted to the needle-bar in a novel manner. It is attached by a screw which is independent altogether of the needle set-screw, which is a decided improvement, as mechanics will at once recognise. Then as to the needle: whilst the ordinary "No. 9" will answer, it is recommended to use a new needle with a flat shank, which it is only possible to set correctly. Slots are used instead of holes wherever possible to avoid trouble in threading up, and a further improvement is a thread-cutter. This cutter is fitted to the front plate slide in such a manner as not to be in the way, and it not only cuts the thread but holds it until required.

But it is the under-part of the machine where the greatest change has been made, and, in a word, this improvement consists in adapting the mechanism of the "No. 11," a manufacturing machine, to the "D 9," which is exclusively for domestic use. Most of our readers will understand what is meant by the "No. 11" without further details, but our illustrations will enable all in the trade to appreciate the mechanism.

Mr. Joseph Powell, the representative of the manufacturers in this country, is enthusiastic over this new machine, which he considers worthy to rank among the best achievements of the Wheeler & Wilson Company, and we can conscientiously support him in this opinion. We are informed that applications for agencies must be made early, as there is certain to be a rush of dealers anxious to handle it, having regard to the extraordinary terms offered to the trade.

We might add that the "D 9" is sent to dealers packed four in a case, which case is not charged for, nor is it returnable.



SPECIAL NOTICE.

There are three ways of obtaining the *Sewing Machine Gazette*: (1) By subscribing direct to the office 3s. 6d. for twelve months; 1s. 9d. for six months; or 1s. for three months, in all cases post free.

(2) By sending fivepence each month for a copy, post free.

(3) By ordering it through a newsagent, who will supply it for fourpence, but it should be ordered early in the month.

MECHANIC and PACKER.—A leading Sewing Machine Company is wanting a Mechanic and Packer.—Apply, by letter, at once, to "Packer," care of the *Sewing Machine Gazette*, 28, Paternoster Row, London, E.C.

SEIDEL AND NAUMANN'S TRADE IN 1894.

We hear with pleasure that Messrs. Seidel & Naumann, whose factory is the largest on the Continent, found their trade last year highly satisfactory. They produced no less than 80,000 sewing machines and 13,000 bicycles, amounting in value to £260,000, being £28,000 more than in 1893. The meeting of the shareholders was held last Saturday, when a dividend of 21 per cent. was declared.

The factory has been for several months overcharged with orders, and is even now not able to execute orders with such promptitude as heretofore, though all the hands are working overtime, and the average daily output is 270 sewing machines and 115 cycles.

This is certainly a proof that the "Naumann" machines are very popular all over the world, and that the firm have appreciative customers, though their prices may be a trifle higher than other makers.

The factory, which is under the management of Mr. Bruno Naumann, is, the proprietors inform us, instructed "never to compete with other makers in price but only in quality, and to this principle, which Mr. Naumann has adhered to since commencing business twenty-seven years ago, is largely due its extension and the world-wide reputation of their machines." The works are again to be enlarged, and upwards of £10,000 has been provided for the new buildings.

The best material only, we are assured, is selected for the manufacture of the machines, and for finish and workmanship Messrs. Seidel & Naumann claim to be unrivalled by any other firm. The many improvements with which the "Naumann" machines are provided gives them a distinction in all markets.

As most of our readers are aware, the London wholesale warehouse for these machines is at 23, Moor Lane, Fore Street, E.C., where also a large assortment of first-class German pianos and self-playing musical instruments can be seen.

A HANDY DOMESTIC APPLIANCE.

We illustrate hereunder the "Domestic Dish Washer," which Messrs. A. Pinfold and Co., of Cleckheaton, have just patented. Having tested it ourselves, we can confidently recommend it as a very useful article in every household, and as it sells at the low price of sixpence, no doubt it will have a large sale.



As will be understood from the illustration, this washer has a mop at one side to take the place of the ordinary wet cloth, and on the reverse side is a brush. The handle being somewhat long, enables the washing-up of plates, dishes, etc., to be carried on without injury to the hands.

THE RAILWAY RATES QUESTION.

During the past month the vexed problem of railway rates has been to some extent cleared up by the Railway Commission presided over by Mr. Justice Collins. The complaint was that whereas a charge of, in most cases, 6s. per ton is made for certain articles of foreign merchandise, such as bacon, butter, cheese, fresh meat, hops, and hay, from Southampton Docks to London, a distance of 76 miles, a charge ranging from 13s. 11d. per ton from Southampton Town, also 76 miles, to 8s. 4d. per from Woking, 23 miles, is made for the conveyance of home merchandise of the same description.

The Commission had to answer two main questions, the one a question of law, and the other a question of fact. The question of law was whether a lower rate for foreign as against home merchandise can be justified by a railway company on the ground that the foreign merchandise is presented to them in a form which secures great economy in carriage and handling, and less liability to damage. Now in cases of alleged undue preference, where the goods in both cases are home goods, this matter of comparative cost of working to the company has long been recognised as one of "the considerations affecting the case" which the Commissioners may take into account in deciding whether the difference in rate amounts to an undue preference or not. If a home trader offers to a railway company large consignments of goods at regular intervals carefully packed, it is admittedly legitimate for a railway company to give him a lower rate than another trader who fulfils none of these conditions. Does the Act allow this when the preference is between home traders and disallow it when the case is one between home and foreign? Yes, urged the complainants; that is the clear effect of the proviso, which expressly declares that no difference of rate is to be made between home and foreign merchandise at all. No, said Mr. Justice Collins in effect; this is adopting the letter of the proviso only, and not its spirit. The real purpose which the Legislature had in view was to strike at any difference of treatment between home and foreign goods. To secure this, the same considerations that are allowed to condone a preference when the goods in both cases are home goods must be given equal weight when the goods in the one case are foreign. To allow the mere fact that the lower-rated goods are foreign to turn a difference into an undue prefereuce is not only not to not carry out the intention of the proviso, but it is to go directly contrary to its spirit.

The question of law having been decided in favour of the railway company, the question of fact followed to be considered. Granted that a difference in rate between foreign and home produce may be justified by urging the different conditions of the traffic, are these conditions sufficiently different in the particular cases under complaint to account for the very great discrepancy in the charges? On this issue the Commissioners came to the conclusion that the railway company had made out its defence as to five of the articles mentioned in the application, viz., bacon and hams, butter, cheese, lard, and wool. As to fresh meat, Sir Frederick Peel thought that sufficient evidence had not been produced to account for the whole of the difference in the rate, and accordingly an order is to be issued directing that the home and foreign meat is to be carried on equal terms; but Lord Cobham stated that a very slight alteration in the rates at present in force would probably constitute a sufficient compliance with this order. As to the two remaining articles, hops and hay, the foreign hay is hydraulic or steam pressed, and can be loaded 4 tons to a truck to 2½ tons of English hay, and the foreign hops are packed in square bales, which are easier to handle and give a better load per truck than the round bales of English hops. But in other respects the services rendered in each case by the railway company are similar; and, after making due allowance for the less cost of conveyance of the foreign goods, the Commissioners came to the conclusion that an undue preference had to some extent been given in these two cases, and they will therefore issue an order for this to be rectified in the future.

Failures and Arrangements.

JOSEPH BAMBOROUGH, sewing machine dealer, 76, Manchester Road, Nelson.

A deed of arrangement, dated March 28th, was filed herein on March 30th. Unsecured liabilities, £143 14s. 11d.; net assets, £64s. 9s. 6d. The principal creditors are:—

	£	s.	d.
Jones' Sewing Machine Company, Limited, Manchester	39	0	0
Lamb, Sarah Ann, Preston	69	0	0

JOSEPH HAWTHORN, sewing machine agent, Wellington Street, Kettering.

A dividend in the above will shortly be announced. Claims by May 2nd to Mr. A. Ewen, Bradford.

J. T. HALE & SON, sewing and washing machine dealers, Park Place, Liverpool.

The above have just executed a deed of assignment for the benefit of their creditors.

THOMAS SEWING MACHINE COMPANY, LIMITED.

A resolution was passed on the 16th ult. that this company be wound up, and that Mr. A. F. Whinney, C.A., 8, Old Jewry, E.C., be liquidator.

A BILL OF SALE, dated March 26th, was filed on March 28th against George Humphrey, sewing machine engineer, High Town Road, and Duke Street, Luton, in favour of Charles H. Luis for £100.

MECHANICAL & TECHNICAL.

WHERE IRON IS FOUND.

Comparatively few persons are really aware of the source from which iron is obtained, although it is the most useful of metals. We have, therefore, read with great interest an article in the current number of *Knowledge*, written by Mr. John T. Kemp, M.A.

Few elements are more abundant in nature than iron, whilst none is more widely distributed. Its compounds pervade every portion of the earth's crust. Among massive and stratified rocks alike, ferruginous deposits exist on an enormous scale, frequently assuming mountainous dimensions or covering many hundred square miles. The variety of their composition is hardly less remarkable. Thus the useful ores include ferric oxide, known in the crystallised condition as specular iron ore, and in the amorphous state as hæmatite; the magnetic oxide or magnetite; ferric hydrate, which occurs sparingly in the crystalline form as the mineral gothite, but abounds in the amorphous condition of limonite titaniferous iron, a mixture of ferric oxide with a variable proportion of titanic oxide; ferrous carbonate or spathic iron ore, with impure varieties known as clay ironstone. To these must be added iron disulphide, of which two crystalline modifications occur, viz., iron pyrites, commonly met with in the form of brass-yellow cubes, and marcasite, much lighter in colour with a radiated structure. Among less abundant but noteworthy compounds may be mentioned magnetic pyrites, copper pyrites, one of the most abundant ores of that metal; mispickel, or arsenical pyrites, the principal source of arsenic; vivianite, a ferrous phosphate of variable composition, met with in beds in which animal matter has decayed, often of a brilliant blue colour.

A few illustrations of the magnitude of some ferruginous deposits may here be quoted. Pilot Knob, in Missouri, a hill several hundred feet high, consists almost entirely of a single mass of hæmatite. Near Gellivara, in the north of Sweden, a mountain of magnetite exists, whose dimensions are reported as sixteen thousand feet long, eight thousand feet broad, and two thousand feet high. Beds of magnetite are met with among the Archæan rocks of Canada up to two hundred feet in thickness. In the same region are immense deposits of hæmatite, titaniferous ore, and iron sulphides. Zirkel describes Erzberg, a mountain in Styria, rising two thousand feet above the neighbouring valley, as composed almost exclusively of spathic iron ore.

Besides those ferruginous deposits which from their form or dimensions are entitled to rank as independent rock masses, hosts of smaller aggregations are met with, such as veins, encrusting layers, nodules, and scattered crystals. Thus hæmatite often occurs in veins traversing crystalline rocks, whilst layers of ferric hydrate are deposited in their channels by waters containing iron, both above and below the surface. Many of the septarian masses so common in clayey strata consist essentially of clay ironstone. Hæmatite nodules, often containing fossil remains, abound among some of the carboniferous beds. Masses and single crystals of iron pyrites occur plentifully in some strata, marcasite in others, but what conditions determine the form assumed by the sulphide we do not know. The various "greensands" owe their appellation to the presence of grains of an iron silicate of very variable composition, known as glauconite; deposits of the same mineral are now forming in certain parts of the sea-bed. Magnetite may here be mentioned as an essential constituent of basalt and other volcanic rocks, in which it occurs in the form of opaque octahedral crystals.

The most striking evidence of the universal presence of iron in nature is, however, found in the colours imparted by its compounds. Iron has justly been called "the great pigment of nature." Few deposits there are which are not tinged with iron in one chemical form or another. To it are due the brown, yellow, red, green, blue, and creamy tints which in endless variety characterise the vast majority of rocks. Green and blue colorations are produced generally by ferrous compounds, red by ferric anhydride, and yellow and brown tints by ferric hydrates. The presence of other substances, such as carbonaceous matter, largely affects the coloration in many instances.

Probably not more than eight or possibly ten of the elements occur in the earth's crust in larger proportion than iron. The significance of this fact will be appreciated when it is added that ninety-nine out of a hundred parts by weight of the crust are estimated to be composed of some sixteen elements at the most, leaving fifty or more which constitute the remaining one-hundredth part. Nevertheless, in comparison with oxygen, silicon and aluminium, of which about eighty-five per cent. of the accessible rocks consist, a decidedly low place must be assigned to iron as constituting probably less than one per cent of the whole, so rapidly does the relative abundance of the elements fall off. About half of the earth's crust is composed of oxygen.

Iron is, as would naturally be expected from the universality of its occurrence elsewhere, one of the elements, some thirty in all, which have been detected in the oceanic waters. Messrs. Thorpe & Morton report the presence of ferrous carbonate to the extent of one part in two hundred thousand in the water of the Irish Sea collected during winter. This proportion, if maintained throughout the ocean, would indicate the existence of more than four billion tons of metallic iron in solution.

In the organic world, again, iron appears to play an indispensable part. It is an essential constituent of the blood, whilst the production of chlorophyll in plants has been experimentally proved to be, in some way as yet imperfectly understood, dependent on the presence of iron in their nutriment. According to Ehrenberg some species of diatoms secrete ferric oxide in considerable quantities.

But the existence of iron is not confined to our own planet. The spectroscope reveals its presence in the sun and many of the stars. It is also the chief constituent of meteorites.

Native iron is of very rare occurrence among the terrestrial rocks. Veins are all but unknown. It has most frequently been detected in the form of grains scattered through certain eruptive rocks, such as the gabbros belonging to the volcanic outbursts of Mull and Skye during the Tertiary period, and in the basalt of the Giant's Causeway. Nordenskiold has discovered in the island of Disco, off the west coast of Greenland, a number of large masses of iron, one weighing nearly twelve tons; but whether they are of terrestrial origin is doubtful. Similar masses occur in the basalt of the vicinity. The great traveller himself regarded them as memorials of a meteoric fall during the outflowing of the rock in Tertiary times; but Daubree has shown that the rock contains microscopic particles of iron, associated with certain other minerals in such a way as to exclude the hypothesis of the conjunction being accidental. He therefore concludes that the iron came from below with the other constituents of the mass.

This subject naturally raises the question, so often asked in view of the high density (about 5·5) of the earth as a whole compared with the average density (say 2·5) of the surface rocks, viz., whether the interior contains large quantities of iron or other uncombined metals Taking as a guide Sir A. Geikie's list of the sixteen most abundant elements, it is observable that their heaviest combinations with one another barely reach the minimum specific gravity required to account for the earth's density. Whether the enormous pressure, vastly greater than any whose effects we can observe in our laboratories, to which the earth's internal layers are subjected, would serve to compress the materials to the requisite degree is exceedingly doubtful, whilst it is certain that the high internal temperature of the earth's interior must, to a large extent, counteract the reduction of volume through pressure. It seems most probable, therefore, that extensive deposits of heavy materials of some kind exist in the interior of the earth, and of such none is more likely to abound than iron, considering its high rank as a constituent of the crust.

Meteoric iron is known in masses varying from many tons in weight down to microscopic grains. The latter have been detected in the snows of the Alps and the Arctic regions, and caught on board ship in mid-ocean by means of sheets of glass smeared with glycerine and exposed to the wind. Grains of metallic iron abound in

the red clay of the Atlantic Ocean, a fact which may be taken as a proof of its slow growth. Meteoric iron is invariably alloyed with metallic nickel. Until recently the natural occurrence of "nickel-iron," (as the alloy is termed, notwithstanding the predominance of the latter element) was unknown except as a constituent of meteorites. Masses of an alloy of the two metals (with other materials) have, however, been lately discovered in the gravel of a stream in Oregon, which differ in some remarkable respects from all meteorites hitherto known. Thus they do not exhibit the peculiar markings, termed "Widmannstatt's figures," when treated with nitric or hydrochloric acid. Josephinite is the name which has been given to the new mineral.

Iron is also found alloyed with platinum. A specimen from Siberia analysed by Berzelius was found to contain 86·50 per cent. of platinum, 8·32 per cent. of iron, together with small quantities of palladium, rhodium, copper, and "gangue." Another sample from South America contained, of platinum 84·30 per cent., of iron 5·31 per cent., of rhodium 3·46 per cent., besides palladium irridium, osmium and copper, seven metals in all.

THE FATIGUE OF METALS.

The metallic parts of machines that are in constant use, if they are not fully strong enough for the work required of them, undergo what is known scientifically as fatigue. In metals there is a point in their resistance to pulling, bending, or crushing which is known as the elastic limit. Beyond this limit, if continued in use, permanent strain begins. When machines are submitted to this limit of strain, if not kept up too long, they may be restored to normal condition, just as a muscle is by resting. If the strength and power of a machine is fully equal to the task imposed upon it, it does not undergo this fatigue, and the use of it may be kept up continuously until impaired by friction. The resemblance in this particular to the muscles of man and other animals is very striking.

JOTTINGS

During the past month Mr. Paul Silberberg, of Hamburg, paid London a flying visit.

Mr. A. W. Gray, of 11, Wendell Road, Shepherds Bush, W., is about to open a domestic machinery depôt.

Mr. R. G. de Leeuw, late with Singers, has started business as a domestic machinery agent in North Shields.

Mr. M. Owens, Dublin agent for the Wheeler & Wilson Company, wishes us to state that Joseph Hennessey, of 2, Richmond Parade, North Dublin, is no longer in his employ.

A shoe trade exhibition opened yesterday, and among the exhibitors are Singers and the W. & W. Company, who make a fine display of sewing machines.

Sickness has been rife in the trade the past month. Among the invalids was Mr. G. W. Phillips, of the Vertical Feed Sewing Machine Company, and Mr. J. A. Chapman, the veteran dealer of Sunderland. Both are now convalescent.

We learn that Mr. W. Kirkpatrick, who has been superintendent of the Singer Company for the past seventeen years in Drogheda, has resigned his position, and is about starting a commission agency business. We wish him every success.

The mangle factory which Messrs. J. G. Murdoch & Co. are erecting in the Isle of Dogs is nearing completion. Their object, as we understand it, is not so much to make for the trade as for their own retail business, which, as our readers know, is very extensive.

Messrs. John Gough & Co., of Manchester, write us as follows:—"We have the pleasure to inform you that owing to the enormous increase in our trade in Scotland, we have been compelled to take a new warehouse at 57, Hope Street, Glasgow, where we shall keep a stock of the latest productions in our different departments."

The International Music Trades Exhibition, which is to be held at the Agricultural Hall, London, from June 13th to June 24th next, is meeting with great success so far as patronage is concerned. Mr. H. L. Benjamin, the well-known cabinet-maker of Great Eastern Street, E.C., is managing director of the company which is promoting the show.

Messrs. Ellerman & Bassart, trading under the style of the Finsbury Machine Company, have just opened a wholesale depôt for sewing and patent washing machines, patent mangles, and patent churns at 215, Old Street, E.C. All their articles are of German manufacture, and they have several novelties in the washing machine line worthy of the attention of dealers.

We direct attention to an advertisement on page 3, from which it will be seen that the American Trading Company, of 99, Fenchurch Street, E.C., are now wholesale agents for the "New Home" Sewing Machine for London and all England south of the Tees. They intend, we understand, to offer special advantages to agents, and invite inquiries as to terms, &c.

Mr. Oliver Burnhope, for many years with the Singer Manufacturing Company, for whom he at one time was district manager, and more recently travelling superintendent, has left his firm and started business as a sewing and domestic machinery dealer on his own account at 61, Queen Street, Hull. Mr. Burnhope desires manufacturers to send him trade lists, particularly of perambulators.

During the past month there was held in Reading a Hygienic Exhibition, at which both sewing machines and perambulators were exhibited. The Vertical Feed sewing machine was exhibited by the Company's local agent, Mr. E. Weston, with the most satisfactory results, and Bradbury's bassinettes were exhibited by Mr. E. Hill, of Broad Street, the Company's agent for Reading and district.

Messrs. Taylor & Wilson, Limited, the well-known mangle manufacturers, of Accrington, wish us to announce that they have appointed Mr. T. C. Cole, of 122, Southwark Street, S.E., their representative for London and the South of England. Mr. Cole, as our readers well know, is manager for the American Wringer Company, and he will, we understand, keep a stock of Taylor & Wilson's various manufactures ready for immediate delivery.

We regret to have to announce the death of Mr. Alfred Carter, the well-known invalid-carriage manufacturer, which occurred last month. The deceased had been in business on Holborn Viaduct some eleven years, previously having been in partnership with Mr. John Carter, of Cavendish Street, W. It was only last year that Mr. Alfred Carter turned his business into a company, and his death at the age of 52 was due to bronchitis and heart failure.

Dealers should be careful to keep guard over mail carts or prams exposed for sale outside their shops. Last month Mr. Killwick, of Commercial Road, E., missed a cart from the front of his shop, and it was some hours before the police were able to find it. The man, John Kennedy, who had it in his possession, actually told the police that he was taking it to a customer for Mr. Killwick, and denied stealing it. He now stands committed for trial.

Mr. Samuel James Watson has just opened a depôt at 4, Thwaites Arcade, Blackburn, and will retail cycles, sewing and washing machines, perambulators, and jewellery. Mr. Watson was with the Singer Company some five years in Blackburn, where he held the record for two years in succession for the best salesmanship. In August last he was made manager at Accrington, resigning in January, and waiting the usual three months before starting on his own account. We wish him every success.

Messrs. Entwisle & Kenyon, of Accrington, are best known to our readers as manufacturers of mangles. They have, however, the last few years been making carpet sweepers on a large scale. In order to foster trade their latest bit of enterprise is to get the well-known Dudley Hardy to design for them a new show card, and a very striking production it is, too. It depicts a prim domestic in all her "war paint" using a "Ewbank" Carpet Sweeper. The card is 22 in. by 14 in., with brass mounts, and is printed in several colours. Dealers should apply for a copy, which will be sent free.

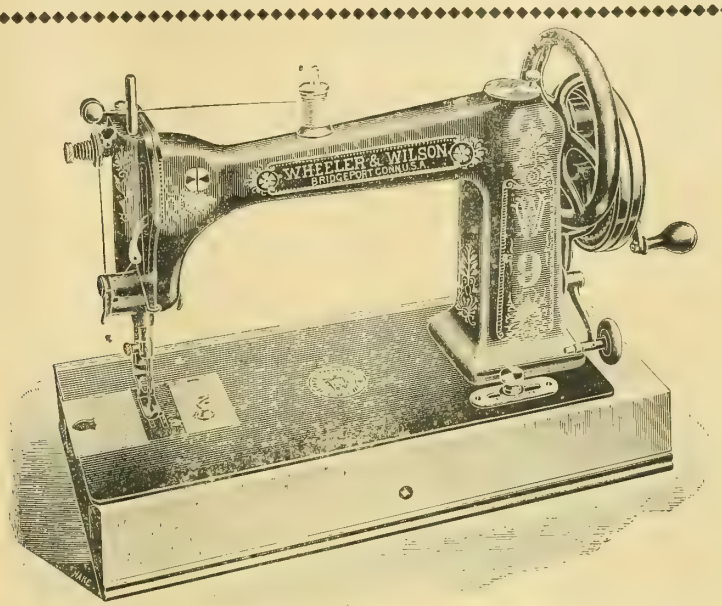
During the past month there was held at the Agricultural Hall, London, a Furniture Exhibition under the control of Mr. G. D. Smith. There was a good display of high-class furniture and sanitary appliances. Mr. C. C. Beetles showed many artistic and useful articles in bamboo, also Japanese bassinettes, and Mr. J. B. Kohn had a similar display. R. M. Presland & Sons, of Hackney Road, exhibited a variety of children's carriages and carts. Mr. James B. Petter, the ironfounder and domestic machinery dealer of Yeovil, made a fine exhibit of his patent "Nautilus" fire-brick lined and smokeless grate.

Messrs. Ellis & Co., Limited, jewellers and sewing machine dealers, Bartlett's Buildings, E.C., had a curious experience last month. From the proceedings at the police-court, it appears that Alfred Lawrance purchased a watch from this firm, and sent them two postal orders, one for 20s. and the other for 5s., as part payment. It so happened that these two orders were being searched for, as a Miss Bellfield, of Forest Gate, another customer of Messrs. Ellis, had posted them to this firm a few days earlier, but her letter had never arrived. Now Lawrance is a letter carrier employed in the E.C. district, and there is, perhaps, nothing extraordinary in pilfering by postmen. But what raises this case above the ordinary petty larceny is the defence given by the prisoner when being committed for trial. The explanation he gave was that he had found the orders between the leaves of a novel he had picked up. He had since sold his books, including the novel, to a man he had never seen before or since.

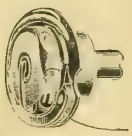
A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

Lists in Preparation. **Enquiries Invited.**



THE IMPROVED SILENT ROTARY HOOK.

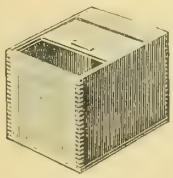


Showing Bobbin in Position.

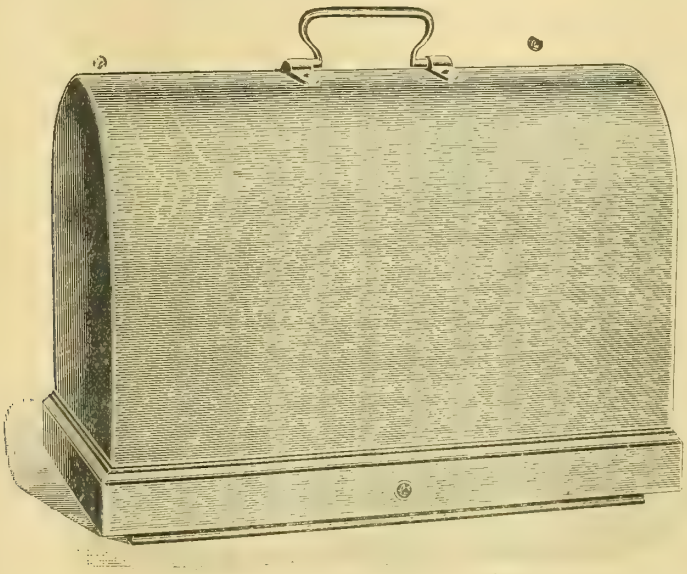
THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin Out.



REVOLVING SHUTTER BOX.
For Accessories and Attachments.



The Cover for above Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 *to* 11, *PAUL STREET, FINSBURY, LONDON, E.C.*

THE NEW PATENT BILL.

Any suggested alteration of our Patent Laws is of interest, not only to patentees, but to almost every trader in the country. Our readers, then, should know that there is now before the House of Commons a Bill to amend the British Patent Law. This Bill has many supporters, and not a few opponents. Among the latter is our well-known contemporary, *Engineering*, which, by the way, is one of the best authorities on patent subjects. Our contemporary writes as follows:—

Three things are much needed (1) reliable protection from the date of application for a patent; (2) reasonable facilities for amending the specification and economically protecting developments of the original invention; (3) a much more expeditious and economical process of determining questions of validity and infringement.

As the law stands, when an inventor has applied for a patent his hands are practically tied for, approximately, a twelvemonth, inasmuch as he has to risk all the time and money he may devote to his invention, as well as, to some extent, the invention itself, because he necessarily remains in doubt, until publication of the specification of every completed application for a patent in front of his own, as to whether some other person has applied before him (it may be months or only a day or so) for a patent in respect of the same invention, or of one so far like it as to prevent him from working his invention without a licence from the earlier patentee. As if this state of darkness and doubt were not a sufficient drawback, the unfortunate inventor is, furthermore, in many cases practically compelled, as a matter of precaution, to abstain from using or showing his invention during the period of provisional protection, because every earlier applicant there may be in respect of any invention of similar class, who has lodged only a provisional specification, has the right to a patent (if unopposed) based upon a subsequent complete specification, but dating back to the date of filing his provisional specification. As the object of provisional protection is to give an inventor an opportunity of developing his invention, he is naturally allowed considerable latitude when his complete specification comes to be compared with his provisional specification, especially as the provisional specification is required to describe only the nature of the invention, and not (as the complete specification must) also the manner of performing it. Hence it is not surprising that, as is well known, provisional specifications are often vague, sometimes unintelligible.

Under the Act of 1883 it was provided that if, after an application had been made, but before a patent had been sealed, another application was made accompanied by a specification bearing the same or a similar title, the examiner should report whether the specifications appeared to him to comprise the same invention; and the Comptroller was empowered to determine, subject to an appeal to the law officer, whether the invention comprised in both applications was the same, and, if so, to refuse to seal a patent to the second applicant.

By the Act of 1888 this provision was repealed. Why? In principle it was sound and its aim was just. Why then, we repeat, was it repealed? The answer is, simply because it was found to be unworkable. The reason is not far to seek. So impossible was it to determine, on a comparison of two provisional specifications, or of a provisional with a complete specification, whether the same invention was comprised in both, that in practice notices of interference were constantly sent in cases when in fact no interference existed, and perhaps as often there was failure to send notice when the circumstances were such as to call for it. Here, then, we have a very strong argument against continuing the practice of granting protection, as from the deposit of a provisional specification, in respect not only of what is described in that document, but also for something that the provisional specification does not describe, but which is alleged to be comprised within the four corners of that sometimes unintelligible document. The number of cases in which opposition is successful on the ground that the complete specification describes or claims an invention other than that described in the provisional specification, and that such other invention forms the subject of an application made by the opponent in the interval affords additional evidence in abundance to support the contention of those who say that the system of dating back is a direct incentive to fraud, is calculated to retard progress, and should be forthwith abolished. Those in favour of the system may protest that the inventor requires time to perfect his invention, and that he cannot safely make experiments, and so forth, until he has applied for a patent. We freely admit all this, with the important addition that (as already indicated) he cannot even rely on his provisional protection. By all means give to the inventor protection as from the date of application in respect of everything disclosed in the specification then filed. But, in the interests alike of the honest inventor and of the public at large, we object to the plan of keeping the first specification secret for many months, and then allowing priority as from the date of that specification, but on the basis of a later specification from which features contained in the first specification may be omitted, and in which features not contained in the first specification may be, and usually are, included. Why should this later specification be allowed to date back to the date of filing of the earlier one? Why not require that the first specification shall describe and claim the invention fully so far as the applicant is then able to describe and claim it, so that the world may know definitely and clearly what it is to which he is entitled as from the date of application; and let him file as many subsequent specifications as he likes, omitting therefrom what he wishes to get rid of, and including whatever improvements he desires to add? What reasonable objection could there be to this, if each specification so filed were treated as superseding all the earlier ones, and none of the latter were allowed to be urged as anticipating what was claimed in the specification last filed? To us it appears that, in this way, the *bona-fide* inventor would be more effectually protected than is now the case, and the fraudulent practice, frequently resorted to by unscrupulous persons, of so construing an incomprehensible provisional specification in a subsequent complete specification, having a retrospective effect as to deprive a later applicant of his own invention, would be stopped. At any rate, the proposal is one we deem so far deserving of full consideration as to justify further notice in our columns on a future occasion.

Of course, there are alternatives. Some may prefer certificates of addition or patents of addition or of improvement on some such lines as obtain, for example, in France, Germany, Belgium, and Italy. Whatever might be the plan adopted, it would need to be extremely bad if it were not preferable to our existing system.

As regards the trial of Patent actions, it is hardly too much to say that our present system is such as, in many cases, to amount practically to a denial of justice. No doubt this is true with respect to many other classes of cases besides those relating to patents. But it should be borne in mind that the object of the patent laws is to stimulate people to exercise their ingenuity in order that improvements may be introduced for the public benefit, but in such a way, nevertheless, as not to be mischievous to the State, by raising prices of commodities at home, or hurt of trade, or generally inconvenient. This being so, surely it follows that a thoroughly efficient system should include facilities for two things to be done, without necessitating the grievous risk to those concerned of having to incur what may be to them ruinous outlay, viz., (a) it should be made easy for the owner of a valid patent to enforce his rights; (b) like facilities should be available to every member of the public of defending himself against unjustifiable attack.

Now, so far from this being the case, the actual state of things is such that none but the wealthy can contemplate with equanimity the being party to a patent action. The costs are, to persons of moderate, means, simply enormous, and the delays, uncertainties, and consequent anxiety are such as can be appreciated only by those who have actually suffered such an experience. Uncertainties there must always be, to some extent at least, because opinions do and presumably ever will differ; so much so, indeed, that eminent lawyers do not invariably regard even a unanimous judgment of the House of Lords as good law. But many as are the objections to the German patent system, it is, we believe, a far easier and less costly matter to arrive at a determination of any dispute with reference to a patent there than it is in this country. Of course German authorities differ in opinion; but so do English judges. It is notorious that what one judge will regard as a patentable invention, or as an infringement, another will not. But it must be admitted that the machinery available here for trying questions of validity and of infringement is needlessly cumbersome, dilatory, and costly. As in cases of other descriptions, there is practically no limit to the number of counsel and expert witnesses that may be retained, although the bulk of the practice is limited to a comparatively few gentlemen having special experience in this particular branch, and whose professional services can in many cases be monopolised by wealthy litigants under the system of general retainers. Counsel and experts frequently have engagements simultaneously in two or more places, so that at a critical moment a leader may be absent. Particulars are sometimes allowed as sufficient which do not convey to the opposite party a definite idea of the exact case he has to meet. Cases in the list for a particular day are frequently not only not reached on that day, but sometimes not till weeks or months afterwards, thus causing to all parties concerned most grievous inconvenience, annoyance, and often ruinous expense.

These are some of the evils attending our present system. How to improve upon it is a large and difficult question. A special court and limitations as to number of counsel and expert witnesses might do much, although it cannot be forgotten that a special court might be liable to work in a certain groove. Again, there are some objections to having outside experts to sit as assessors. But, on the whole, it is worthy of consideration whether it might not be advantageous to establish in connection with the Patent Office a court for dealing with cases of infringement and revocation. The Comptroller himself, or by his deputy, determines in the first instance whether, in an opposed case, a patent shall be granted or not, and whether or not an amendment shall be allowed, and there is an appeal to the law officer, whose decision is final. In this respect the court of first instance works more satisfactorily than that of appeal. We do not suggest that the Comptroller, whose hands are already full, should himself be saddled with the additional duty of dealing with cases of infringement and revocation, nor that the law officers should sit in appeal in such cases. But there should be no difficulty in finding amongst members of the Patent Bar gentlemen who would be far better qualified than an average judge to adjudicate in patent cases; and if the right of appeal were limited to a second court also in connection with the Patent Office, we feel assured the result would be an appreciable improvement upon the present state of things. The matter is one that would, of course, require careful development, and in this connection it should be borne in mind that the same courts might have jurisdiction not only in regard to opposition cases (in which the parties should still be allowed to appear by themselves or by their authorised agents), but also to trade mark and other matters that now go to the ordinary courts.

THE HALL SELF-THREADING NEEDLE.

Just as we go to press we receive specimens of the "Hall Self-Threading Needle," and a request that we should notice same.

No doubt many persons find it somewhat troublesome to thread the ordinary machine needle, and if the advantage of ease in threading could be obtained without any corresponding disadvantages, there would unquestionably be a large trade for the successful invention. In the case of the Hall patent needle now before us, the operation of threading can be instantly performed, even by a blind person. The needle appears to be made in two parts, welded together just below the eye. The thread is passed through an opening at the shank, and then down to the eye, the welded wall of the needle acting as a spring. Beyond doubt this is an ingenious patent and a veritable "self-threader," but the question we have not yet solved to our satisfaction is as to its strength. It seems to us that the "Hall" is at least one-third weaker than the ordinary needle, but we have not yet had time to test it, so offer this opinion under reserve. Were it not for this apparent fault the Hall needle would be welcome in thousands of households.

OBTAINING A PERAMBULATOR BY AN ALLEGED FRAUD.

On April 1st, at the North London Sessions, Clerkenwell, before Mr. Loveland-Loveland, Herbert Monk stood his trial for obtaining by false pretences a bassinette and rug, with intent to defraud, from Mr. C. W. Garton, trading as the Highbury Machine Company.

Mr. Groser, instructed by Mr. H. E. Tudor, prosecuted.

Counsel, in opening the case, said that on February 19th, the defendant, giving the name of James Freeborn, called at a branch depôt of the prosecutor and ordered of the manageress, Miss Emily Ranzetta, a bassinette and rug, value £3 14s. 6d. Defendant signed the order form in the name of James Freeborn, and gave the address of the latter, 2A, Witley Road, Upper Holloway. The perambulator was delivered on February 21st. Subsequent inquiries proved that a false name and address had been given. The perambulator had been sold upon the representation made by Monk that he was James Freeborn, but this was the name of defendant's brother-in-law. Thus it had been obtained by false pretence.

Miss Emily Ranzetta gave evidence to the effect that defendant gave the name of James Freeborn, and said he was a cabmaster. She sent the order to the head office, and on receiving instructions forwarded the goods to the address given by defendant. Subsequently she went to a cab rank and saw Mr. Freeborn, who was a different man to the prisoner, and Freeborn said he knew nothing of having given Monk authority to use his name, and that he knew nothing about it. Freeborn gave her the defendant's name and address.

Mr. James Upton, enquiry clerk to the Highbury Machine Co., said, that having made enquiries, he authorised the bassinette to be delivered. Witness knew Mr. Freeborn, and he was under the impression that Freeborn had ordered the articles and signed the order form.

Defendant called James Freeborn, who said that he did not exactly authorise his name to be used, but he agreed to it afterwards, and was prepared to pay for the perambulator.

In cross-examination witness admitted that the defendant removed the perambulator to his own address, 5, Sydney Road, New Southgate, the day after it was delivered to witness's address.

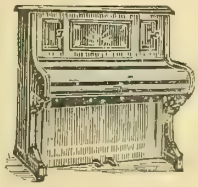
Defendant told the jury he had no intention to defraud.

The judge summed up against the prisoner, but the jury returned a verdict of not guilty.

[We understand that, since the above trial, the Highbury Machine Co., taking the witness Freeborn at his word, are suing him for the value of the goods.]

THE AFFAIRS OF MR. W. ROTHWELL.

At the Bolton Bankruptcy Court, on the 18th ult., William Rothwell, knitting and sewing machine dealer and hosiery manufacturer, of Bolton, appeared on his further public examination before Mr. Registrar Holden.—Mr. Addleshaw, of Manchester, again appeared for the liquidators of the Rothwell Hosiery Company and the Union Bank of Manchester; and Mr. Dixon, also of Manchester, represented the debtor.—At the opening of the proceedings, Mr. Rothwell asked permission to correct a very important statement made at the last examination. —The Registrar agreed.—Mr. Rothwell proceeded to say that at the last examination Mr. Addleshaw stated that Mr. Hughes, solicitor, had told him (Mr. Addleshaw) that he was never instructed to prepare the draft of the deed for the sale of the equity in Hollywood and loan accounts. Since then he had made it his business to see Mr. Hughes, who said that he never made any such statement to Mr. Addleshaw. Mr. Rothwell added that the greater portion of his examination last time had reference to that deed.—Mr. Addleshaw said that there should be no mistake about it. He would take out a summons and have Mr. Hughes examined before the Court.—The examination of the debtor was then proceeded with by Mr. Addleshaw, and at the outset had reference to the sale of the equity in Hollywood. He said that a draft deed for the sale to a Mr. Martin was prepared by Mr. Hughes, but the negotiations were broken off. He could not say that Mr. Hughes advised Mr. Martin not to complete the sale. It was this way—Mr. Martin said it would be better for him to find the money for the furniture, and the balance to be raised in some other way. The same deed, prepared by Mr. Hughes, he used for the sale of the property to Mr. Sellers, of Keighley, but on that occasion he acted as his own lawyer to save expense. Mr. Hughes had nothing to do with the sale to Mr. Sellers, and the deed was engrossed by Merediths, of Manchester, the name being altered from Martin to Sellers. He got the £500 from Mr. Sellers on the 4th December, and the receiving order was made on the 12th. The debtor was examined at great length as to the disposal of the £500, the items being taken *seriatim* and receipts produced in support of the majority of the payments. He said the reason he paid these debts was because he did not want to owe anything to anybody, especially as he felt that he could pay 20s. in the pound and have plenty left. He paid all his debts save Rylands, of Manchester, and he would have paid that had he had the money. None of these creditors had threatened him with proceedings, and the only writ he received was that from the bank. In answer to other questions, the debtor said that he had furnished a statement to the trustee showing his income and expenditure for seven years, which showed that his income had been during that period £83,000, an average of £12,000 a year. That, he added, was now being wasted away.—The examination was adjourned until May 16th.



Section

In *Demorest's Magazine* appears an interesting article on the power inside a piano:—"The general notion of what happens in the interior of the piano when the finger presses a key may be conveyed in the simplest terms. Would you believe that the power developed when the strings of your piano are tuned to the proper pitch equals energy sufficient to raise 12 tons 1 ft. from the ground? If it has ever been your misfortune to be present when the string-frame of a piano was fractured, the above statement will require no confirmation. A thunderbolt scarcely makes a greater uproar, an earthquake causes little more destruction. The writer happened to be playing on one occasion with what, in his conceit, he imagined to be great effect. He felt he was being admired by the men and worshipped by the women, when, as he brought his fingers down for a magnificent finale, he instantly found himself upon the floor with the piano stool on his stomach, while the piano itself presented a wreck of keys, lids, mechanism, and serpent-like wires. Struggling to his feet, dazed, his stuttering questions as to what in the name of all the gods and demons had happened were answered by a finger pointing to the ruins of what had once been a very fine parlour square."

The *Musical Courier*, of New York, writing on the subject of low-grade pianos, points out the folly of lowering prices in pianos. It argues that the vogue of the cheap piano cannot last, and that a reaction is bound to set in. Then those firms that have resolutely held on to their prices, refusing to be influenced by the temporary triumphs of the low-grade piano, will "stand forth, not only as evidence of what can be done by legitimate mercantile methods, but as the saviours of the character and tone of the trade." Manufacturers should show the dealers that they respect their products too much to consent to their impoverishment and vulgarisation to meet a transient condition. For the condition must be a transitory one when the character of the low-grade piano is in itself transitory. "Let the dealers," it continues, "go ahead and buy the stuff; they must of necessity stop. There is nothing lasting, nothing permanent in the nature of those pianos. Soon the dealer will discover this, and then we shall have the return wave. That is as sure as death —just as sure as death, is the death of the low-grade piano."

A new automatic piano will soon be on the market. It works on an entirely different system to that employed in the present automatic instruments, seeing that it works by means of wind, on the principle of an organ. It is the invention of Mr. E. H. White, of Meriden, Conn., one of the ablest inventors in the trade, and has been pronounced a success by many piano manufacturers who have seen it. It is operated by means of the regular foot pedals, as on a reed organ, which force the air through a tracker (similar in every way to the tracker in an organ), which sucks in the air and pushes a small pneumatic, and so throws pins against the keys. It is also possible to operate it by means of a motor. The box which holds the apparatus is attached to the bottom of the key-board to the right, and is only about 15 in. long. The front of the box has a slanting mirror so arranged as to enable the player to watch the marks on the music roll, and regulate the music accordingly. The loud and soft effects are brought out by means of two small levers arranged to slightly protrude from under the key-board, and which are worked by a slight pressure of the fingers. On the right hand key-board block is a lever to regulate the speed, and a rod to the left of the apparatus regulates the quantity of wind.

A SUIT AGAINST THE SEWING MACHINE COMPANY.—In a suit filed in the High Court of Bombay by the New Home Sewing Machine Company of America through their constituted attorney, Mr. G. A. Kittredje, against the Sewing Machine Company, Limited, of Bombay, the Honourable Mr. Justice Candy has passed an *ex parte* decree against the defendants for Rs.10,123, with interest and costs.—*Bombay Gazette*, April 1st, 1895.

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours' notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best-finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—ADVT.

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

THE BELL ORGAN & PIANO COMPANY, LTD.,
49, HOLBORN VIADUCT, LONDON, E.C.

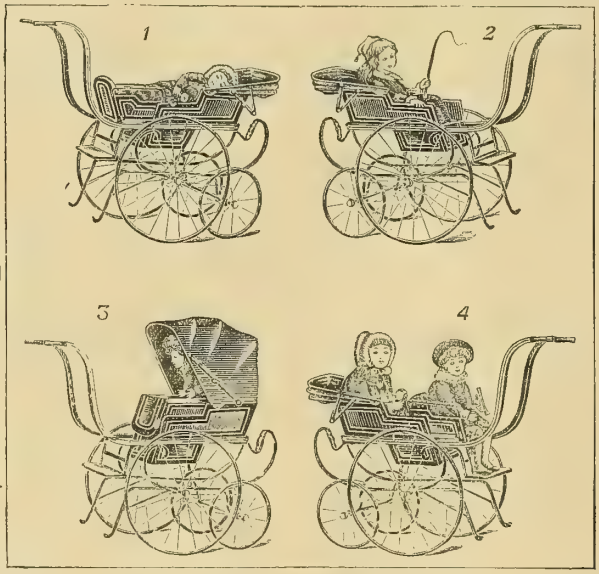
HARROP'S

Greatest Triumph in Baby Coachbuilding.

Patent Combination BABY CARRIAGE AND MAIL CART.

Convertible to 4 Positions.

(Patent No. 16,502.)

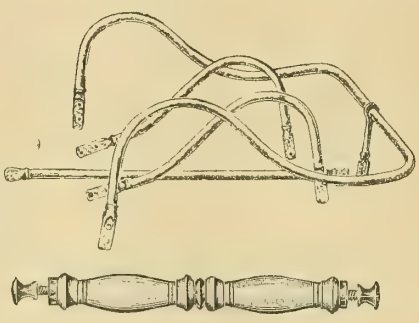


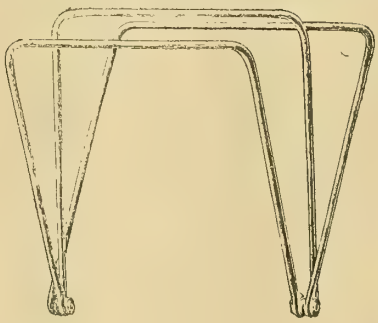
No Dealer or Home should be without one.

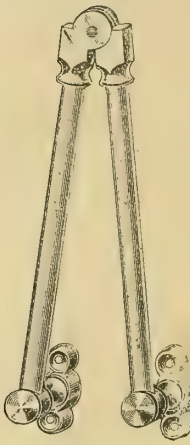
LISTS SUPPLIED ON APPLICATION.

55, TIB STREET (off OLDHAM STREET)
MANCHESTER.









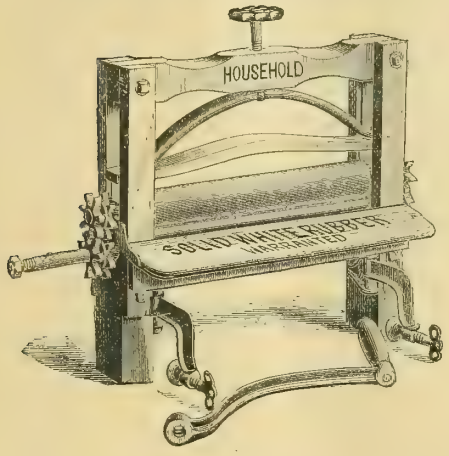
W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

The Largest Makers in the World of Perambulator Fittings.

THE

"HOUSEHOLD" CLOTHES WRINGER.



SPECIAL FEATURES.

The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

This Machine is now fitted with BRASS BEARINGS without extra charge.

QUALITY AND FINISH UNEQUALLED.

A few SOLE AGENTS required in Districts where not represented. Full particulars on application.

AMERICAN WRINGER CO.,

122, Southwark Street, LONDON, S.E.

PRAM TYRES.

We have a large Stock of TYRES ready for delivery, in ½ in., 9/16 in., and ⅝ in. for Wheels 12 in. to 26 in. Price 10d. lb. 28 lb. lots at 9d.

Send size of wheels when ordering.

TYRE CEMENT, Extra Quality, 9d. lb.

OIL.

4 oz. Bottles		24s. 0d. per gross
2½ oz. „	...	18s. 0d. „
1½ oz. „	...	10s. 6d. „

NOTICE THESE CHEAP LINES OF

WRINGERS.

"STAR," Iron Frame, 10 in., 8s. 6d.; 11 in., 10s.; 12 in., 11s. 6d.

Champion, Iron Frame, 12 in., 11s. 6d.; 14 in., 14s.; 16 in., 16s.

Royal, Wood Frame, 10 in., 9s. 6d.; 12 in., 12s. 6d.

London Agents for TAYLOR & WILSON'S Celebrated MANGLES.

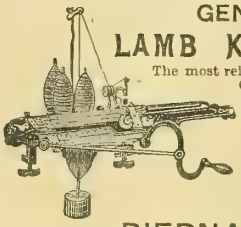
THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.

GENUINE AMERICAN

LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.



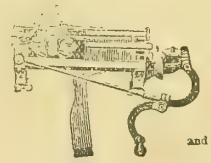
SWISS KNITTER.
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For all kinds of Garments, with special automatic attachments.

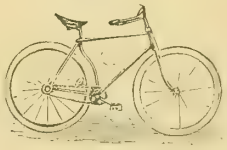
BIERNATZKI & CO.,
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NEW HARRISON SWIFT GOLD MEDAL

KNITTER



KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post. TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 23 other Honours. HARRISON KNITTING MACHINE CO. Works: 48, Upper Brook St., Manchester.



Section

The latest idea in tyres is to weave aluminium threads into the cover.

We learn with pleasure that Bradbury's cycles have already this season gained many successes on the path.

The latest move among enterprising agents is to insure their customers' cycles against accidents, theft, and fire.

The White Machine Company are very busy this season with the "Wincycle," which is a first-class cycle at a moderate price.

The Kingsland Manufacturing Company have found trade very brisk the last few weeks. Speaking from personal experience, we can honestly recommend their cycles, although they are offered at extraordinarily low prices.

Accidents through flaws in steel cycle tubes will, it is said, soon be a thing of the past. An inventor has constructed an electrical apparatus which will detect the flaw.

The *Cyclist* warns dealers who put together cycles not to purchase their fittings from a number of makers as these vary in size, and often produce unsatisfactory machines. They should trade with one firm only, says our contemporary.

As many of our readers know to their pecuniary advantage, Mr. H. S. Roberts, of Stony Stratford, has for several years past taken over instalment contracts, and relieved his customers of all risk or responsibility whilst paying them a good commission "on the nail."

Another cycle at a popular price is the "Sprite," and the manufacturers are this year making special terms with dealers who want to do an instalment trade without locking up their own capital. The dealer is paid immediately on the acceptance of the order a commission of 12½ per cent. on the list price.

The St. George's Cycle Company, of Upper Street, N., inform us that they have a few trade lists left, which they will send free to *bona-fide* cycle agents. As we have before stated, this list is one of the most complete and best illustrated in the trade. We cannot find that a single part or saleable accessory has been omitted, all the entries being admirably indexed for easy reference. The prices are given at the end of the book, so that a dealer can show the illustrations to his customer.

Our excellent contemporary, *Ironmongery*, is giving a series of articles on cycle repairs, which are well worthy of study by our readers.

The most common form of accident to which a cycle is liable, says the author, is in connection with the cranks and pedals being bent, twisted, or knocked out of shape, as these and the handle-bar are the first to suffer when a machine falls violently to the ground. The cranks and pedals, however, can in nine cases out of ten be put right by means of a lever, and without having resort to heat. If it is found, however, that the bend or twist is of such a character that it is thought inadvisable to straighten it with a lever, it should be heated, and for this purpose gas is best. In the case of the Southard crank (which is a right and left hand crank twisted whilst cold, and which can easily be discerned owing to the name being stamped on it) no heat must be used, or the result will be that the metal will right itself and the crank will then be perfectly useless. Care should be taken, when bending cold, that a support is used under the boss of the crank, so as to avoid splitting the hardened cones of the bottom bracket or even the bracket itself.

To restore a handle-bar to its proper shape, it should be heated to a dull red, and then pulled gently—and not violently or suddenly or a kink will appear—into position by the hand, the eye being used very carefully so as to get the two ends (handles) in their proper places. If this is carefully done and the handle-bar heated in the gas with a Bunsen burner, or, better still, with a gas blow-pipe, it will in no wise spoil the nickel-plating, as the blue marks left can be easily removed with a little plate polish.

Forks are frequently brought in bent at the crown. These should be heated in the same manner as the handle-bar, but in this case the enamel suffers. This can be easily remedied by a coat of enamel of the same colour, which is usually kept in stock in most ironmongers' stores. Should, however, the crown tube, or neck—which is a continuation of the fork inside the head socket—be bent, it can be straightened in the same way, but in this case a "liner" should be inserted in addition, even if one is already there, as this part of the machine has to bear the chief strain, and the heating takes much of the strength out of the metal. Although this is not always absolutely necessary, it is a great safeguard against future accidents, and may save riders from serious injury.

Should a broken fork be brought in it would be the best plan to put an entirely new side in, but if this is not kept in stock a piece of tube could be riveted and brazed in.

This would make a very good temporary repair. Another method of doing this would be to make a collar over the fracture with a piece of tubing, which should also be riveted and brazed on the fork. The former method is best, and makes a much neater job, but in either case the repair is only temporary, and a new side should be put in as soon as possible.

A bent or twisted frame cannot always be put right, and this is one of those jobs that are best left alone by all except the makers. Where it is attempted, however, the main thing to be looked after is to get the chain line in truth, even if this means sacrificing the true running of the wheels. The best way to do this is to use a straight-edge on the bottom sprocket, or chain wheel, and bend the back forks until the two chain wheels are dead in line. The frame should not be bent while the wheel is in, the wheel being put on and off for the tests.

Care must be taken in heating the back forks to put the spindle of the back wheel in its place, or otherwise it will be found that they will open out and cause much additional trouble, which can be thus avoided. In bending the back forks by heat in order to straighten the frame, the hardening of the fork—especially on the chain side—by plunging it in cold water must never be forgotten if the metal is soft. This is essential; and if it is not, the work is always beneficial.

Screws or spokes *broken in* are not difficult to deal with when one knows how. It is not advisable to use the drill more than can be helped, as this destroys the thread and injures the machine. In the case of a spoke this would mean that a fresh thread would have to be tapped, and a larger gauge spoke inserted. When the screw or the spoke is broken off and a bit protrudes, it may be possible to unscrew them by means of a pair of pincers or nippers. Where, however, there is not sufficient to get a hold with these, it may still be possible to cut a small slot with a saw, which will enable a screwdriver to be used. While it frequently happens that where the screw or spoke is broken off in the hole itself, a smart tap on a very sharp screwdriver will give enough purchase to unscrew the broken fragment.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent

5,239. E. J. Coombe, for improvements in sewing machine needles.

5,378 A. B. Breslaw, for improvements in, or relating to, children's mail-carts.

5,708. S. H. Baines, for improvements in brakes for perambulators, mail-carts, bassinettes, and like vehicles.

5,830. B. Lee for improvements in, or connected with, sewing machines.

6,026. F. R. Otto and W. H. Viertel, for an improved festooning and hemming, or edging attachment for sewing machines.

6,415. C. B. Hunt, for improvements in sewing machines.

6,636. T. Boyter, for an improved braiding and weaving machine.

6,748. J. Bigelow, for improvements in, and relating to, eyeless threaders for sewing machines.

7,102. C. Thompson, for improvements connected with the shafts of children's mall-carts.

7,130. C. Bevans and J. Hallam, for improvements in needles appertaining to circular knitting machines.

7,455. L. E. Blackwell, for improvements in sewing machines.

Abstracts of Specifications Published.

(Price 8d. each.)

6,382. *Go Carts* or *Mail Carts.* J. M. Wilson, of Heaton Chapel, Lancs. Dated March 30th, 1894.

In order that the cart may occupy relatively little space, when not required for use, the shafts are hinged at about their centre so that they can be folded back.

6,785. *Circular Knitting Machine.* T. G. L. Miller and F. T. Pinson, of Southwark Street, London. Dated April 5th, 1894.

Relates to certain improvements in circular knitting machines such as constructing the machine bed with tongue, groove or flange, to give rigidity to the bed and forming machine knitting needles with a solid butt and stem stamped in one piece.

7,118. *Sewing Machine Needles.* J. M. Farmer and T. J. Ferguson, and G. J. Riemer, all of Milwaukee, U.S.A. Dated April 10th, 1894.

The needle is provided with an eye near its point and a threading slot communicating with the eye formed by a cut, the cut being in a plane oblique to the longitudinal axis of the needle and diagonal to the axis.

8,437. *Sewing Machines.* D. Nielson, J. Brodie, R. Neilson, and A. Nielson, all of Glasgow. Dated April 28th, 1894.

The object is to enable a series of 'tucks," or hems, to be sewn at one operation, such as on aprons, pinafores, skirts, &c., for which purpose a number of sewing machines or operating needles are mounted in parallel lines and simultaneously operated by suitable gearing.

21,322. *Sewing Machines.* W. P. Thompson, a communication from C. A. Hill, of Worcester, Mass., U.S.A. Dated November 6th, 1894.

Relates to sewing machines provided with two needles and two shuttles for the purpose of simultaneously forming two independent seams or rows of stitches, the object being to provide means whereby one of the needles may be thrown out of operation without stopping the machine, or without interfering with the operation of the needle still at work, ; the needle thus thrown out is also capable of being restored to operative position without stopping the machine or interfering with the operation of the other needle.

United States Patents.

Issued and Dated March 5th, 1895.

535,181. V. Witte, London, England. Feeding mechanism for sewing machines.

535,226. A. Sedmihradsky, Milwaukee, Wis. Thickening thread mechanism for knitting machines.

Issued and Dated March 12th, 1895.

535,392. A. McMichael and F. B. Wildman, Norristown, Pa. Tension take-up device for knitting machines.

535,461. F. C. Rehm, Detroit, Mich. Looping attachment for circular knitting machines.

535,646. G. F. Waldron and G. W. Powers, Boston, Mass. Sewing machine.

535,705. A. Lee, Nottingham, England. Knitting machines.

Issued and Dated March, 19th, 1895.

535,918. W. H. McLeod, Boston, Mass. Anti-friction needle guide for sewing machine.

Issued and Dated March 26th, 1895.

536,201. F. H. Gates, Ware, Mass. Circular spring beard needle knitting machine.

Issued and Dated April 2nd, 1895.

536,616. E. J. Franck, Philadelphia, Pa. Automatic circular knitting machine.

536,656. H. C. Rightmire, Philadelphia, Pa. Trimmer and raveler for machines for sewing looped fabrics.

536,743. E. Tiffany, Bennington, Vt. Circular rib knitting machine.

536,744. E. Tiffany. Circular rib knitting machine.

536,847. J. Bigelow, Minneapolis, Minn. Threading device for sewing machines.

536,891. M. H. Pearson, Leicester, England. Sewing machine.

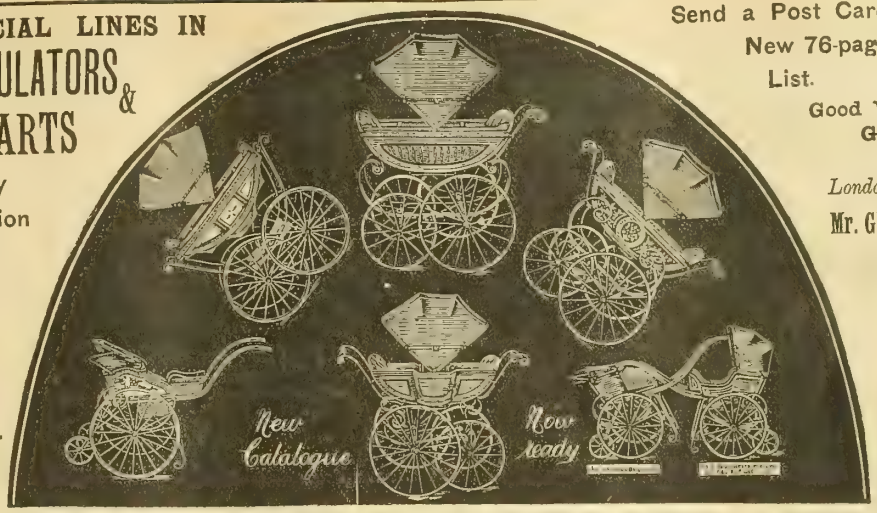
536,946. L. L. Barber, Boston, Mass. Sewing machine for attaching loops to fabrics.

Issued and Dated April 9th, 1895.

537,002. C. A. Bonney, Brockton, Mass. Seam-marker.

537,063. C. Nicholson, New York, N.Y. Fan attachment for sewing machines.

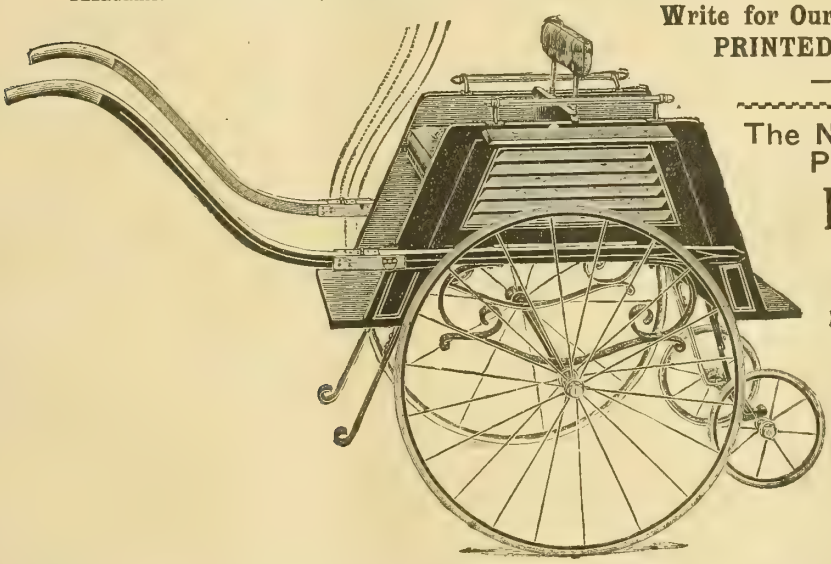
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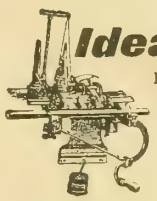


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(See page 32 for other advertisements.)

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List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

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Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

SEWELL & Co., Publishers.

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Editorial Notes.

"Selling Off" Concerns.

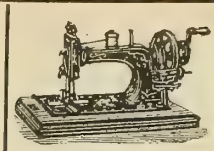
We are much troubled in this country by the "selling off" trick, which is worked for all it is worth by itinerant traders. In Canada, however, they are trying to put a stop to the practice by means of an Act of Parliament. By that Act persons entering a town and taking premises temporarily for the purpose of "selling off" alleged bankrupts' stock have to pay a fee of £50. Nor is the provision confined to avowed trading of this kind, or it might be successfully dodged. Any person beginning business without having resided in the town for the previous three months is liable for the fee.

King v. Singer.

It has been known throughout the trade for some time past that King's Universal Supply, of Railway Approach, London Bridge, had entered an action against the Singer Manufacturing Company, claiming £7,000 damages for the defendants' servants having systematically caused the plaintiffs' customers to break their contracts. The case came before Mr. Justice Mathew for hearing on May 20th, and the plaintiffs' evidence lasted the whole of that day. The defendants' case took most of the next day to unfold, and on May 23rd the counsel in the action made their closing speeches. Judgment was delivered on Tuesday last, and, as will be seen elsewhere, it was in favour of the plaintiffs. A stay of execution was granted with the view to an appeal. At the time of writing it is not decided whether or not the case will be taken to a higher Court. We therefore refrain from comment.

So lengthy was the evidence and the speeches of counsel, that were we to give a verbatim report of the proceedings it would take up about 60 pages of the *Gazette*. It is obviously impossible, therefore, for us to give a complete report. We had a rather full note taken, but this would run into some 20 pages, and, since it is not verbatim, might be called in question as favouring one side or the other. We really have only two courses open to us, viz., either to give a verbatim report or to take a report from the daily papers. We had hoped to have been able to use the *Times* report, but no report has yet appeared in that paper. We have thus to fall back on the *Morning Advertiser*, to whom we acknowledge our indebtedness.

We might add that there were engaged in the trial the following counsel:—For the plaintiff, Mr. Jelf, Q.C., Mr. Isaacs, and Mr. Groser, instructed by Mr. H. E. Tudor; and for the defendant, Mr. Finlay, Q.C., Mr. Byrne, Q.C., and Mr. Russell, instructed by Mr. G. D. Wansbrough. There were two other defendants, Mr. G. Whitty and Mr. W. J. Matthews, late in Singer's employ, and these were represented by Mr. Bullen, instructed by Mr. Crawshaw.



Section

HINTS TO SEWING MACHINE AGENTS AND DEALERS.

BY ONE OF THEMSELVES.

How to Give a Lesson on a Wheeler & Wilson No. 9.

In the first place, if your customer does not know how to treadle a machine, unthread the needle, take out the spool and spool-holder, and raise the presser-foot, then, in the simplest possible manner, show how to treadle. When she has learned how to treadle the machine fairly well (do not thread the machine up yet), put two thicknesses of material in the machine and lower the presser-foot. Then, as she further improves, gradually increase the number of thicknesses of material; insist on her frequently stopping and restarting the machine till she has mastered the treadling.

Now show her how to thread the machine up at the top, and to place the spool in the spool-holder. With regard to putting the spool in the spool-holder correctly, you can scarcely use too many illustrations in making it quite clear how the spool should revolve in the spool-holder. Place the spool in the spool-holder so that the cotton when drawn out causes the spool to revolve from you. Make that part of your instructions clear by pointing out that the spool must revolve the same way as the hands move on the clock face (she will always remember that illustration), or turn the balance wheel of machine slowly from you. Draw her attention to the rotating hook and explain that the point of the hook always moves towards you. Then show that the spool must always be so placed in the spool-holder that the spool will move in the opposite direction to the rotating hook when the balance wheel of machine is turned from you.

Setting the Needle.—Set the needle with its long groove towards the right, turn the machine head over, draw out the left hand slide, and show how the loop is being formed as the rotating hook approaches the needle. Turn the short groove of needle slightly from you, and let her see that that alteration causes the loop to lean towards the hook. Now turn the short groove of needle slightly towards you and show that that alteration causes the loop to lean from the hook. Explain that whether using cotton, silk, or thread, the needle must be so set that the loop is thrown straight out. She will then clearly understand how to set the needle so that the machine is least liable to slip stitches.

Needles, Cotton, and Tensions.—Do not forget to point out the importance of choosing a suitable size needle and cotton for the material to be sewn. Draw her attention to information given in the Instruction Book on this point. For general sewing recommend a No. 5 needle and 50 or 40 cotton. The finer the needle and cotton used the more beautiful the stitching will be. If a too coarse needle is used it will be apt to cut the material and slip stitches. If the needle makes a larger puncture in the material than the cotton can possibly fill up, the stitching is not only not so strong, but is also more unsightly. If the needle is too fine for the cotton, it is also liable to slip stitches and break the top cotton. If the needle is too fine for the cotton it does not make a hole sufficiently large for the lock to be drawn easily into the centre of the goods, therefore the tension must be tightened, which puts an unnecessary amount of strain on the cotton, the material, and the machine. There is little or no difficulty in making perfect stitching with comparatively light tensions when suitable needles and cotton are used. When the tensions are too tight, the elasticity of the cotton is taken out of it before it enters the material, consequently the stitching in that case is more liable to crack. To make the stitching almost as elastic as the material, put a little more pressure on presser-foot, then place your material under the foot, and, at the same time as you are guiding the work, put a fair amount of restraint on it, and in that way you keep the material stretched while the stitches are being formed, thus making the stitching almost as elastic as the material.

When making tucks or stitching on trimmings, explain the advantage of making a larger stitch than usual and slacking the top tension, by so doing the machine work can be drawn out much easier and quicker than even handwork. Put on a good-sized stitch and show which is the top and which is the bottom cotton. Also carefully explain how, when using two different coloured cottons, the tension can be so adjusted that only the cotton that is used to match the material can be seen on the outer part of the garment. This is very important.

Do not run the machine after you have reached the end of a seam, &c., nor with presser-foot down, except when sewing, as it scratches to the foot and blunts the feed.

Oiling and Cleaning the Machine.—Advise the use of only good oil, and point out all the places that require oiling. It is important that the oil holes, rotating hook, spool-holder, and spools should be kept clean. It is desirable that the face-plate should occasionally be taken off so that the needle bar "link" can be oiled. The throat-plate should frequently be taken off and the feed points cleaned. Explain that the bevelled part of plate should be put into its place first.

General Remarks.—Several of the hints given apply to Jones' and Bradbury's on No. 9 principle, and other kinds of machines. The remarks on the "spool and spool-holder" also apply to the Nos. 6, 7, 8, and 10 machines. I have found several people who were prejudiced against W. & W. machines because the stitching was not satisfactory, and the reason was they did not know that there was a right way and a wrong one for the spool to revolve. When pointing out the importance of keeping the material stretched while the stitches were being formed, I have been rather surprised to hear even first-class dressmakers say, "I never thought of that." We too frequently make the mistake of crediting other people with knowing almost as much as we do ourselves, which is not, or certainly ought not to be, true. The more pains you take to make the above hints clear to your customer the more she will be delighted with the wondrous power and adaptability of the machine, and will have pleasure in recommending it and you to her neighbours and friends. The object of the machinist should be to produce the most perfect work with the least possible strain alike on the cotton, the material, and the machine, and your object should be to teach her all you know that will help her to realise that object. A. Cromack.

THE F. AND R. MACHINES.

We are informed by Messrs. Mayer & Adolph, of 22, Paper Street, E.C., that they are now able to supply Frister & Rossmann's sewing machines, and at prices which show a great reduction on the prices hitherto charged.

This news comes somewhat as a surprise, as we had supposed that Frister & Rossmann's had a "sole agent" for this country, and we believe as a matter of fact that there has been a conflict over the matter, but that the "sole agent" is unable to interfere with Messrs. Mayer & Adolph's arrangements.

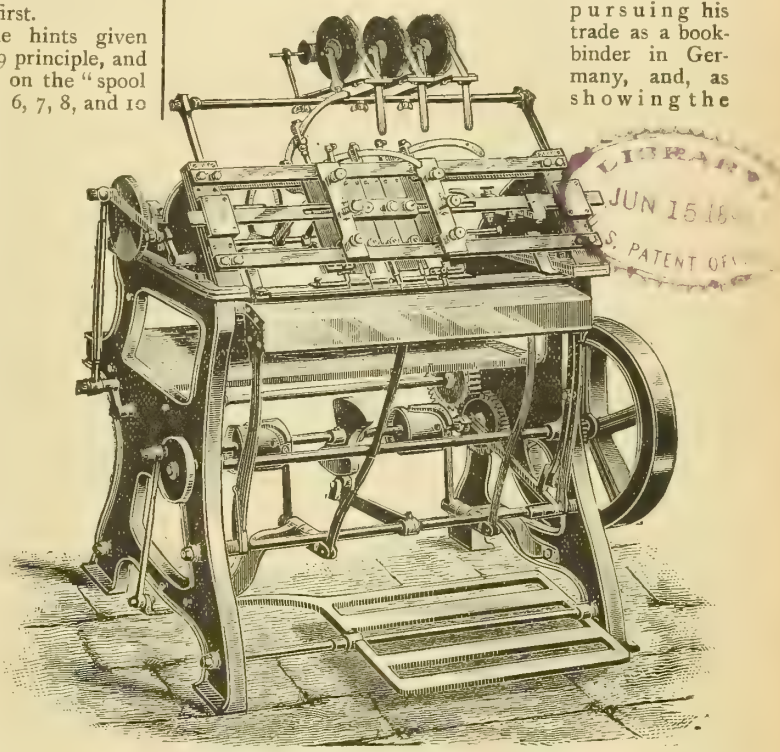
Such of our readers as desire to fight the drapers with their own weapons have now an opportunity of doing so, and we specially recommend them to support Messrs. Mayer & Adolph, as this firm have determined wherever possible to only supply legitimate sewing machine dealers. Further, their prices are much below those of the other agents.

In our last issue we announced the opening of a new wholesale depot for sewing and washing machines of German origin at 215, Old Street, E.C., under the style of the Finsbury Machine Company. The shop has since been closed, and even the landlord has no knowledge what has become of his late tenants.

NASCH'S BOOK-SEWING MACHINE.

During the past five years we have several times referred to the exertions of Mr. Isidor Nasch in respect of a machine for sewing books. Last month we had the opportunity of examining several of these machines, factory-made and ready for immediate use by the trade, at the address of Nasch's Patent Book-Sewing Machine Co., 16, Barbican, E.C. From this it will be rightly inferred that the invention is at last complete, and that a company exists to manufacture and supply the machines to the bookbinding trade.

Mr. Nasch is well-known to a large portion of the sewing machine trade as one of its many inventors, and for close on a quarter of a century he has been a sewing machine manufacturer and dealer in the East End of London. Few of our readers, however, are aware that he is the son of a bookbinder, and that as far back as the early fifties, when quite a lad, he came to the conclusion, on seeing a "Thomas" sewing machine, that hand-sewing must inevitably give way to machine-sewing not only in respect of textile fabrics, but also as regards bookbinding. At this time young Isidor was pursuing his trade as a bookbinder in Germany, and, as showing the



miserable pay then common in the trade, we might here state that from one shilling to one shilling and sixpence per day was all that a male bookbinder was then able to earn. "This is not good enough for me," said the ambitious Isidor, and he accordingly came to this country in 1854—where several of his relatives had preceded him—intent on improving his position in life. For the sake of brevity we will ignore the intervening years, and pass on to 1870, when, having thoroughly studied mechanics, theoretical and practical, he settled down in London as a sewing machine manufacturer and dealer. He then turned his attention to improvements in sewing machines for the textile trade, especially as regards buttonholes, but his pet idea, formed when a mere boy, was this: Can I construct a machine which will produce book-sewing exactly like that done by hand? The problem was by no means simple. At this time, 1871, there did not exist a single book-sewing machine, and practical mechanics in the sewing machine trade will admit on examining a hand-sewn book that its production by machinery means a stupendous amount of inventive skill. In his spare time for many years Mr. Nasch was always engaged on his pet idea, but other mechanics also were becoming alive to the fact that a book-sewing machine was required. The result has been the introduction of two such machines, one of German and the other of American origin. The inventors, however, appear to have considered the absolute duplication of hand-sewing as impossible, or is it that they were

not acquainted with the peculiarities of the book trade? We leave the answer to others; suffice it to say that in 1891, when Mr. Nasch applied for provisional protection for a book-sewing machine, which had been the dream of his life for thirty years, there did not exist a single satisfactory invention of this character, and, so far as we know, the void has not since been filled up.

Now, Mr. Nasch started his experiments with certain fixed notions, and among them he placed in the first rank the absolute necessity of producing a result exactly like hand-sewing, as he was convinced that no other kind of sewing was satisfactory. We can bear testimony to having seen in his workshop during the past eight or nine years a large number of machines which he from time to time condemned because they fell short of his requirements. Ultimately, however, he succeeded to his complete satisfaction, and, we are pleased to state, to the satisfaction of scores of bookbinders who have inspected and tested the "Nasch" machine. We are thus able to announce that the absolute duplication of hand book-sewing by machinery is at last an accomplished fact, and to add that the world owes the whole credit to a London sewing machine manufacturer.

We have left ourselves very little space to refer to the details of the "Nasch" machine. Our illustration will convey a general idea of its characteristics. It will be seen that a series of straight ordinary sewing machine needles are posed at a slight angle each on a separate bar, and they are raised or lowered by cam-action. There is also used a series of crochet hooks, which not only rise and fall, but are also given circular motion.

The method of working is for the operator to take a folded section, or "signature" as it is called in the trade, place it over the feeder, and start the machine by depressing the pedal. This causes the feeder to carry the "signature" under the needles. The needles then descend, and the loopers, which travel horizontally beneath the needles, engage with the thread and hold it until the crochet hooks descend and take up the thread from off the loopers. The "signature" is now sewn, and passes to the rear of the needles, where it awaits the next "signature," to which it is connected by the thread, also by the tape, cord, or muslin, which is sewn on the back of the signatures simultaneously. From the illustration it will be seen that there are numbers of large reels at the top of the machine, and it is around these that the tape, cord, or muslin is wound.

On the left side of the machine is a lever which brings about a most ingenious change in the work. In some cases it is desired to sew the signatures "full," and in others "alternate," or, to be more explicit, in order that the book shall be reduced in thickness, the sheets or "signatures" are sewn alternately in different places. No machine has hitherto been constructed to do alternate sewing, but the "Nasch" accomplishes this as completely as handwork, the change from one style of sewing to another being effected by simply touching the lever before mentioned.

On timing this machine, we find that a single girl can produce on it the work of ten girls sewing by hand. It can be easily varied to sew sheets ranging from $4\frac{1}{2}$ inches to 16 inches, and there is absolutely no limit to the thickness of the book. It works with muslin in a perfect manner, and the cutting of a stitch in one section does not loosen the other signatures. No cutting whatever of the paper is required, and the length of stitch can be varied to any degree.

We have examined a large number of books, ranging from tissue paper to vellum, sewn on the "Nasch," and we must say that they all opened flat, and, at the same time, with a good spring, and the sewing could really not be distinguished from handwork.

Mr. Nasch has assuredly solved the book-sewing problem, and we can well understand the anxiety of the bookbinders to obtain the use of his machines, which will beyond doubt be a source of considerable profit to both inventor and user.

WANTED, INFORMATION *re* any sewing machine (past or present) with toothed feed, ring driven, with pinion on same shaft, a rachet wheel actuated by lever and pawl. Will any *employe* of Old Howe Company communicate with "Ratchet," care of the *Sewing Machine Gazette*, 28, Paternoster Row, London, E.C.?

ACTION AGAINST A MACHINE IMPORTER.

On May 8th, in the Queen's Bench Division of the High Court of Justice, before Mr. Justice Charles and a common jury, the case of Stoewer *v.* Wilson was disposed of. Mr. W. B. Hextall, instructed by Mr. H. E. Tudor, appeared for the plaintiff, and Mr. E. B. Calvert, instructed by Mr. F. C. Sydney, appeared for the defendant.

In his opening remarks, Mr. Hextall said that the plaintiff, Bernhard Stoewer, was a manufacturer of sewing machines, carrying on business at Stettin, Germany, and the defendant, John Wilson, was an importer of sewing machines, trading as the National Sewing Machine Company at 34, Fetter Lane, London, E.C. The parties had done business together for nearly eight years, and in that time defendant had purchased from the plaintiff a large number of sewing machines, mostly through the plaintiff's traveller, George Peth. These machines had been paid for by acceptances, and the acceptances related to the goods as they were delivered. In September, 1893, the plaintiff had just completed a contract for delivering 300 machines when the defendant ordered another fifty machines by letter, dated September 23rd, 1893, and these were delivered and paid for by a bill for £89 in January, 1894. The present action was in respect of an acceptance for £129 17s. 1d., due on May 15th, 1894, which bill had been protested, also for the price of goods sold and delivered in April, 1894, to the value of £116 1s., which, with notarial charges £1 17s., made a total of £247 15s. 1d., which is the amount endorsed on the writ. The order for the machines for which the bill was accepted was given verbally to Mr. Peth, who entered the order in his pocket-book at the time. The second lot of goods, to the value of £116 1s., was ordered by letter, dated February 24th, 1894, and the plaintiff agreed to deliver the goods by about the 10th of April of the same year. These goods were delivered on the 1st, 3rd, and 7th of May in three lots, and signed for by the defendant. On April 16th defendant wrote to plaintiff to the effect that he was waiting for machines, and the plaintiff replied on May 7th that the machines were despatched on April 18th. On May 14th defendant wrote plaintiff to the effect that he would not meet the bill due on the 18th of that month, as he claimed compensation for breach of contract, meaning the non-supply of machines promptly, and he said that he had nothing to sell to his customers. Defendant added that he had stored the plaintiff's machines and had charged nothing for same. To this plaintiff replied that he was sorry for the delay, and that the acceptance must be met. Further letters were written by plaintiff, and on June 22nd defendant, the bill having been protested, wrote refusing to send a cheque for the bill until he had an understanding as to the damages he claimed. Plaintiff then wrote defendant that the delay was only one of a month, and not three months as had been stated, and that he (plaintiff) was willing to afford some compensation and requesting to know the amount the defendant required. Defendant replied that the matter had better stand over until Mr. Peth came to England in September. Subsequently the present action was brought.

For the defence it was contended that the plaintiff had not supplied the machines within a reasonable time, and this had put the defendant to considerable expense. Further, that the plaintiff had agreed to make an allowance for storage, and in proof of this both Mr. Wilson and Mr. Carpenter, of the Thomas Sewing Machine Company, were called to speak to a promise made by Mr. Peth in October last.

Mr. Peth was then called to depose that he had never promised any specific sum for storage, also that his firm had always been willing to make a reasonable allowance for the delay.

His Lordship then summed up to the jury, and said that the plaintiff was clearly entitled to recover the amount claimed, £247 15s. 1d., but there was the counter-claim, and that was, curiously enough, so made up as to cover the whole of the plaintiff's claim. It included the following: Loss on the non-delivery of fifteen machines to the Thomas Sewing Machine Company, £4 2s. 6d.; ditto in respect of nine machines, £2 9s. 6d. The Thomas Company, it was said by the defendant, had gone elsewhere for their machines, whereby the defendant, by losing their custom, had incurred a loss of £50 a year. Defendant also claimed

£4 2s. 6d. in respect of another customer, Sutcliffe & Co., of Rochdale, whose orders he could not execute because of the absence of machines. In the case of a third firm, Staples & Co., of Mirabelli Road, Walham Green, the defendant claimed to have lost £3 6s. through the non-delivery of twelve hand machines.

The defendants claim was as follows:—£56 12s. in respect of the Thomas Company; £45 4s. 6d. in respect of Sutcliffe & Co.; £3 6s. in respect of Staples & Co., and £56 5s. for various retail customers, or a total of £161 7s. 6d. He further claimed £148 1s. for storage, making a total of £309 8s. 6d.

His Lordship said that the defendant was not entitled to any prospective profit, but the jury might consider him entitled to some allowance in respect of specific loss through the delay in delivering the machines, also in connection with his storage claim, although it had not been proven that any agreement to pay for storage existed between the parties.

After a few minutes discussion among themselves, the jury found for the plaintiff for the whole amount claimed, £247 15s.; and for the defendant on the counter-claim to the extent of £25.

Judgment accordingly, with costs to each party.

ADVERTISING IN CEYLON.

We extract the following advertisements from the *Ceylon Independent*, to show our readers that even in our Indian colony the sewing machine trade is not carried on without a deal of unnecessary friction between its members:—

BEWARE OF INFERIOR GERMAN SEWING MACHINES,

offered as "Singer," "Improved Singer," &c. They are all imitations. A German newspaper, *Lind's Nahmaschinen Techniker*, recently published, says that:—"In order to dispose of their goods, German sewing machine makers MUST imitate the machines of the Singer Manufacturing Company." Avoid deception by seeing that the Company's trade name "Singer" is upon the arm of the machine. Singer's sewing machines are those manufactured by the Singer Manufacturing Company, No. 95, Main Street, Colombo.

SEWING MACHINES!

The undersigned begs to thank his numerous customers, and to announce that the business, which their kind patronage enabled him to carry on so successfully, has been taken over by the Sewing Machines Company, Limited, to whom all correspondence should in future be addressed.

The undersigned, who remains managing director of the new company, also takes this opportunity of warning the public against the wilful and persistent misrepresentations of the Singer Manufacturing Company, whose myrmidon from India, the imitation Englishman, once again true to his salt, is now engaged in the very honourable and congenial work of calling upon tailors and shoemakers, who have preferentially purchased Naumann's machines, in order to vilify this maker and to glorify the manufacture of the company which employs him. I have no doubt, however, that all my customers will be as discerning as Mr. S. Silva, who having experience of both makers and at present using Naumann's in supercession to Singer's bid the door-hawker save his breath to cool his cunjee.

RUSTOMJI N. RUSTOMJI.

CEYLON GOVERNMENT SEIZURE OF SEWING MACHINES.

In the Legislative Council of Ceylon, on April 9th, the following took place:—

The Hon. Mr. Mitchell gave notice of his intention to inquire the circumstances under which a recent seizure of sewing machines was made, and to move for the necessary papers.

The Principal Collector replied that as he had been given private notice of this intention he would answer the hon. member at once. The sewing machines in question were seized by the officers of Customs under that provision of the law which enabled them to seize articles not entered at the wholesale market value. In arriving at the wholesale market value it was customary now, as it had been in the same department for the last twenty-five years, to adopt as the basis of valuation the invoice presented by the importer. That was always scrutinised, and if it bore a reasonable relation to the wholesale market value of the article, even if it was 10 per cent. below the market value, they had been in the habit of passing it, inasmuch as they considered it was not the duty of the Customs to act in such a manner as to repress trade, but encourage it. In this case the invoice presented was not what they called an honest invoice. The invoice value was Rs. 2,880, whereas the goods were valued by subordinate officers of the Customs at Rs. 5,500. He (the Principal Collector) had had interviews with the legal representatives of the importers, who had endeavoured to convince him that these persons were acting honestly, but he was able to show these legal gentlemen that on three previous occasions the same importers had entered goods at considerably below the wholesale market value. In December, 1889, their goods were found to be 32 per cent. below value; in April, 1890, their goods were again taken over because of their being 70 per cent. below value, and in January, 1895, since he had been acting in his present capacity, another seizure was made, but after considerable solicitation he (Mr. Lee) allowed them to pass, but warned the importers that the next time they offended they would have no mercy shown them. This time there was a considerable difference between the invoice price and the market value. The goods were seized and were put up to auction last Saturday. He was sure when he told them the result the honourable Council would consider the action of the Customs' officers fully justified. These goods, which were valued by the importers at Rs. 2,880, but by the Customs officials at Rs. 5,500, actually fetched Rs. 5,800. (Laughter.) He thought that was a sufficient answer to the hon. member.

THE SEWING MACHINES COMPANY OF INDIA.

The above company appears to have got into difficulties judging from the following notice:—

IN THE HIGH COURT OF JUDICATURE AT BOMBAY.
ORDINARY ORIGINAL CIVIL JURISDICTION.
In the Matter of the Indian Companies Act VI. of 1882 and in the Matter of the SEWING MACHINES COMPANY, LIMITED, in Liquidation.
FRAMJEE NOWROJEE..... ...*Petitioner.*

NOTICE is hereby given that a PETITION for the winding-up of the above-named Company by the High Court of Judicature at Bombay was, on the 16th instant, PRESENTED by the above-named Petitioner, a Creditor and Contributory of the said Company, and the said Petition is directed to be heard before one of the Judges of the said Court on THURSDAY, the 13th day of June, 1895, and every creditor and contributory of the said Company desirous to oppose the making of an order for the winding-up of the Company under the above Act should appear at the time of hearing by himself or his Counsel for that purpose, and a copy of the Petition will be furnished to any creditor or contributory of the said Company requiring the same by the Undersigned on payment of the regulated charge for the same.

Dated this 18th day of April.

ARDESIR, HORMUSJEE, & DINSHAW,
Solicitors for the Petitioner.

The following is a copy of the Petition:—

To SIR CHARLES SARGENT, Knight, Chief Justice, and other the Judges of this Honourable Court.

The humble Petition of FRAMJEE NOWROJEE, the above-named Petitioner,

Humbly showeth—

1. That the above-named Company was registered in Bombay in the month of February, 1893, having its registered office in the City of Bombay, at No. 5, Church Gate Street, within the Fort of Bombay, and branch offices at Poona, Secunderabad, and Colombo.

2. That the capital of the Company was intended to be Rs. 50,000, divided into one thousand shares of Rs. 50 each. Of these, only 380 shares have been taken up and fully paid.

3. That the objects for which the Company is established, as described in the Memorandum of Association of the said Company, are:—

(*a*) To acquire and take over as a going concern the property, business, and goodwill of the Sewing Machines Company, Limited (a company bearing the same name as that of the present Company, but intended to be shortly dissolved), and to undertake all the debts, liabilities and engagements of such Company, and with a view thereto to enter into certain agreements in the terms of the draft agreement referred to in Parts I. and II. respectively of the Schedule to the Articles of Association which accompany the said Memorandum of Association, and to carry the same into effect with or without modifications.

(*b*) To carry on in any part or parts of India (British or Foreign), including Ceylon or elsewhere, all or any of the business

following, namely, to manufacture, import, let out on hire, repair, sell, exchange, or otherwise deal in sewing machines, bicycles, tricycles, velocipedes, perambulators, and other cycles and machines, and all accessories thereto, including needles, sewing cotton, silk thread, lace, and other requisite articles, materials, tools, implements, and things, as also clocks, timepieces, watches, musical boxes, toys, curios and every description of goods and articles in glass, china, porcelain, earth, clay, wood, leather, indiarubber, guttapercha, ivory, mother of pearls, cane, lacquer, worked steel, iron and other metals, or in the manufacture of which any of the said materials may be used.

(c) To import, buy, sell, or otherwise deal in all or any of these said machines, goods, articles, and things as commissioned agents.

(d) To carry on any other business which may seem to the Company capable of being advantageously carried on in aid of the above business or any of them.

(e) To apply for purchase or otherwise acquire any patents, licences, concessions and the like, conferring any exclusive or non-exclusive or limited right to use, or any secret or other information as to any invention which may seem capable of being used for any of the purposes of the Company, or the acquisition of which may seem calculated directly or indirectly to benefit the Company, and to use, exercise, develop, or grant licences in respect of or otherwise turn to account the property, rights, or information so acquired.

(f) To acquire for the purposes of the Company by purchase, lease, exchange, or otherwise, any land, building, or machinery.

(g) To sell, improve, manage, develop, exchange, lease, mortgage, dispose of, turn to account, or otherwise deal with all or any part of the property and rights of the Company.

(h) To borrow or raise money by promissory notes, bills of exchange, bonds, debentures, and other negotiable or transferable instruments, or in such other manner as may be thought expedient.

4. The said Company is indebted to your petitioner in the sum of about Rs. 4,750 for moneys lent and advanced by him to the said Company. Your petitioner holds no security for the said debts.

5. The said Company is also indebted to your petitioner in a sum of Rs. 1,050 for moneys lent and advanced. Your petitioner, however, holds security to the extent of about Rs. 1,000 in the shape of certain sewing machines and parts of such machines.

6. Your petitioner is the registered holder of twenty fully paid-up shares in the said Company, which have been held by him and registered in his name for a period exceeding six months, viz., from February 13th, 1893, to the present time.

7. That the liabilities of the Company amount to about Rs. 40,000 to Rs. 41,000, and the assets are not sufficient to pay the creditors 8 annas in the rupee, and the assets, which consist principally of sewing machines and outstandings, if put to a forced sale, will not realise half their real value.

8. The New Home Sewing Machine Company being creditors of the above-named Company to the extent of about Rs. 10,000, made a demand last year, and served the Company with a written notice at its registered office, requiring the Company to pay the said sum. The Company being unable to pay the amount due, the said New Home Sewing Machine Company thereupon filed a suit, being suit No. 11 of 1895 on the original side of this Honourable Court, against the said Company on or about January 12th last, to recover Rs. 10,123, and the said Company did not appear in the said suit, and suffered a decree to be passed for the amount claimed on or about March 25th last. The said New Home Sewing Machine Company is about to execute the said decree forthwith.

9. The said Company is insolvent and is unable to pay this debt, and it is just and equitable that it should be wound up by this Honourable Court. Your petitioner therefore humbly prays as follows:

(a) That the Sewing Machine Company, Limited, may be wound up by this Court under the provisions of the Indian Companies' Acts of 1882 and 1887, and that a provisional official liquidator may be forthwith appointed, and that for such purpose all necessary and proper directions may be given.

(b) That further proceedings in any suit or proceedings, and particularly in the said suit No. 11 of 1895 against the said Company, may be restrained,

(c) That such further and other relief may be granted as the nature of the case may require.

And your petitioner will ever pray.

(Sd.) ARDESIR, HORMUSJEE, & DINSHAW,
Petitioner's Attorneys.

(Sd.) FRAMJEE NOWROJEE.

I, FRAMJEE NOWROJEE, the petitioner above named, do swear that such of the statements in the petition as relate to my own acts and deeds are true, and such of the statements as relate to the acts and deeds of any other person or persons I believe to be true.

Sworn at Bombay aforesaid, this 16th day of April, 1895. } (Sd.) FRAMJEE NOWROJEE.

Before me,

(Sd.) L. N. BANAJEE, Commissioner.

CHEAPEST HOUSE for Sewing Machines, Washing and Wringing Machines, Bicycles, Tricycles, Watches, Jewellery, Musical Boxes, Pianos, &c. Cash or hire system; exceptionally easy terms.—W. Lapthorne & Co., 479, Gloucester Road, Horfield, Bristol.

VERTICAL FEED.—Agents Wanted wherever not represented. Best terms and sole agency.—Apply to the Vertical Feed Sewing Machine Company, Limited, 24, Aldersgate Street, London E.C.

MR. ROTHWELL PROSECUTED.

Our readers will remember that for several months past we have been reporting an inquiry in connection with the bankruptcy of Mr. William Rothwell, formerly managing director of the Rothwell Hosiery Company, also trading as a sewing and knitting machine dealer in Bolton. On May 6th the case took another shape, Mr. Rothwell being brought up at the Bolton Police Court, and he and Mr. William Entwistle, who up to about a couple of years ago was general manager for the company named, were charged under nineteen indictments with falsifying balance-sheets, stock-sheets, prospectuses, &c., and with conspiracy to commit such offences; the sums involved amounting to many thousands of pounds. The prosecution was undertaken by the liquidators of the Rothwell Hosiery Company, for whom Mr. Sutton, barrister, appeared; Dr. Pankhurst representing Mr Rothwell. Mr. Russell, on behalf of Mr. Entwistle, who is now engaged at the New Bridge Mills, Burnley, at once applied for an adjournment of the hearing against his client, as he had had no time to prepare the defence.

Mr. Pankhurst said his client, Mr. Rothwell, had had very short notice of the summonses, and was entirely in the dark as to the ground upon which they were based; nor had they had the opportunity of access to the books. Still, as he (Dr. Pankhurst) was satisfied that there was a good and sufficient answer to the summonses, he did not ask for any delay. His client was anxious that the matter should proceed without delay.

Mr. Sutton said the prosecution would not throw any difficulties in the way of the defence preparing what they thought might be material in order to meet the case. The prosecution said there had been misrepresentation as to the real state of the company's affairs.

After some discussion, the hearing of the action was adjourned until May 16th.

Mr. Sutton then said there would be another case of considerable length in relation to another company with which Mr. Rothwell had been connected, and it would be convenient if these summonses could be so made returnable as to be brought forward on the same date as the previous cases.

Dr. Pankhurst said this matter was entirely new to him, and he did not think his friend was right in mentioning it then. He would, however, suggest that it should be taken on the same day.

This course was agreed to, and the case stands adjourned as arranged.

There are nine charges against Mr. William Rothwell and a similar number against Mr. Entwistle. They include the following:—Making false stock-sheets, making false balance-sheets, making false entries in private ledger, making and circulating false prospectuses, and circulating and publishing false balance-sheets. Jointly they are charged in nine summonses with the same offences and with conspiring to commit the said offences.

ACTION AGAINST MACHINE AGENT.

At the Lambeth County Court, on Friday, May 23rd, before his Honour Judge Emden, the White Sewing Machine Company, of 48, Holborn Viaduct, E.C., sued Mr. Alfred Parr, of 130, Loughborough Road, S.W., sewing machine agent, to recover the balance of £64 14s. 11d., due for goods, sold and delivered, and for money collected by defendant while collector for the plaintiff company.—Mr. C. Carver, instructed by Mr. H. E. Tudor, appeared for the plaintiffs, the defendant being represented by Mr. Powell, instructed by Mr. A. H. Williams.

This action had been remitted from the High Court to the Lambeth County Court by an order of Master Wilberforce, who had, on proceedings being taken under Order XIV., allowed the plaintiffs to sign judgment for the sum of £25, part of the sum claimed, and on a further application sent the action to the County Court for trial.

On the action being entered in the County Court, the defendant had counterclaimed for a sum of £57, alleging that under the agreement on which he acted as collector he was entitled to 25 per cent. commission on all orders. The plaintiffs, however, alleged that he worked under a written agreement, which had never been abrogated, under which he was only to take 25 per cent. commission on orders so long as they were good.

On the hearing, counsel for both parties suggested that it was a suitable one for reference, if his Honour would first decide the points in dispute, and on which the reference would be taken. To this his Honour assented, in a hearing which lasted some two hours, and after Mr. George Sawyer, general manager of the plaintiff company, and Mr. Williams, a clerk in their employ, and the defendant had given evidence, and a considerable number of the plaintiffs' books had been examined, his Honour said he was satisfied that the agreement put in by plaintiffs was the one that had always been acted on. On two subsidiary points he also found in favour of the company, and sent the matter to the learned Registrar for an account to be taken at a fit time to be arranged, allowing the plaintiffs to amend their claim by an addition of £9 17s.

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours' notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best-finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—ADVT.

V

YOU CAN'T AFFORD

to recommend or supply your Customers inferior goods of any description. A lasting and profitable business can only be built up with the best goods that never disappoint purchasers. A Sewing Machine that is built on honour, if properly cared for, should last a lifetime and be a standing advertisement for the dealer who sells it.

F

VERTICAL FEED SEWING MACHINE.

Proved by the highest standing in the trade for 30 years. The only Sewing Machine that feeds the work while the needle is through the goods, preventing all puckering or gathering, and producing a strong, handsome and elastic seam without basting—an impossibility on any other machine made, our own underfeed not excepted.

THE KIND THAT PAYS.

ADVANCE SILENT RUNNING SEWING MACHINE.

Positively the lightest and quietest shuttle machine ever produced, and possessing the same high standard of excellence in quality of material and workmanship that has always been a feature of our product. It has no superior among underfeed sewing machines, and offers many points of advantage over each.

S

We offer exceptional advantages to responsible dealers who desire to establish the reputation of handling reliable goods and build up a permanently profitable trade.

VERTICAL FEED SEWING MACHINE CO.,
24, ALDERSGATE STREET, LONDON, E.C.
Manufactory and Head Office ... DAYTON, OHIO, U.S.A.

M

NOTICE TO THE TRADE.

I beg to notify my appointment as General Manager for Europe and the British Colonies for the

WILLIAMS' MANUFACTURING COMPANY,

Of Montreal and Plattsburg, U.S.A.

A Stock of the "NEW WILLIAMS'" SEWING MACHINES and Parts kept on hand.

R. J. JOHNS, 44, FARRINGDON ST., LONDON, E.C.

JOTTINGS

The Bamboo Cycle Company have just opened a showroom on Holborn Viaduct.

Mr. S. Owens, the W. & W. Dublin agent, is prosecuting his late collector, Joseph Hennessy, for embezzlement.

The Bishop's Cluster Company are now wholesale agents for a straw hat machine, which we illustrate on page 3 of our cover.

Mr. G. E. Teale, secretary to the Bishop's Cluster Company, has been elected an Associate of the Institute of Chartered Accountants.

A demand has set in for jointless rims, and so well liked are wood rims that they are painting steel to resemble wood in France.

Mr. Geo. B. Hermode, dealer in furniture, perambulators, and mangles, has just removed from Market Street to Athol House, Peel, Isle of Man.

The Italians are adopting the cycle at a greater rate than any other country. The firm of Prinetti and Co., sewing machine and cycle manufacturers, Milan, are largely responsible for the 18,900 safeties made in Italy last year.

The Williams Manufacturing Company have just arranged with Mr. R. J. Johns to act as their European and Colonial wholesale agent. They will carry a stock of machines and parts at 44, Farringdon Street, E.C., the new address of Mr. Johns.

Our readers will please note that at the above address, 44, Farringdon Street, E.C., both the Cherry Tree Machine Company and the Branston Sewing Machine Company have their offices, having removed there from Holborn Viaduct.

Mr. H. Mitchell, for many years manager of the Singer Company's Exeter district, has left, and has opened for himself at 30, St. Sidwell Street, Exeter. He has the sole Devonshire agency for the New Home Sewing Machine Company.

Mr. J. R. Redstone, for ten years with the Singer Manufacturing Company, during five of which he managed a reserve staff, travelling on wheels all through the counties of Norfolk, Suffolk, Essex, and Cambridge, has now resigned his position, and will shortly open a shop in St. Matthews Street, Ipswich, for the sale of musical instruments, washing, wringing, and sewing machines, &c.

The old proprietors of the Triumph Cycle Company, Limited, are forming a new company with a capital of £45,000. The purchase money is £32,000, of which £17,000 is payable in cash. The Triumph Company have been in existence since 1890, and have earned an average profit of 11 per cent. per annum. Mr. George Sawyer, of the White Sewing Machine Company, and Messrs. Bettmann and Schulte have seats on the new board.

Messrs. Simmons & Co. write us as follows :—

"Here is a sample of letters we sometimes receive. Someone must be very reckless in despatching goods, or surely such letters would never be written."

The letter referred to reads :—

"To Simmons & Co.,
3, 5, and 7, Tanner Street,
Bermondsey.

"Having highly recommended to me by a certain friend at Cape Coast that you are the best manufacturers of every articles in the City of Bermondsey, and also wheel.

And as my business compared to your market, I beg to write AT ONCE to open a business correspondence with you, and wishes that our correspondence will be a prosperous one between us in future.

Will you be good enough to forward me by the first mail a case of samples which contains all various assortments. With compliment and best wishes,

I remain, yours truly,
RICHARD E. BOMSON, ESQ.,
General Merchant,
15, 18, Big Town Street,
Dixcove"
(Gold Coast, Africa).

GIVING A CHARACTER.

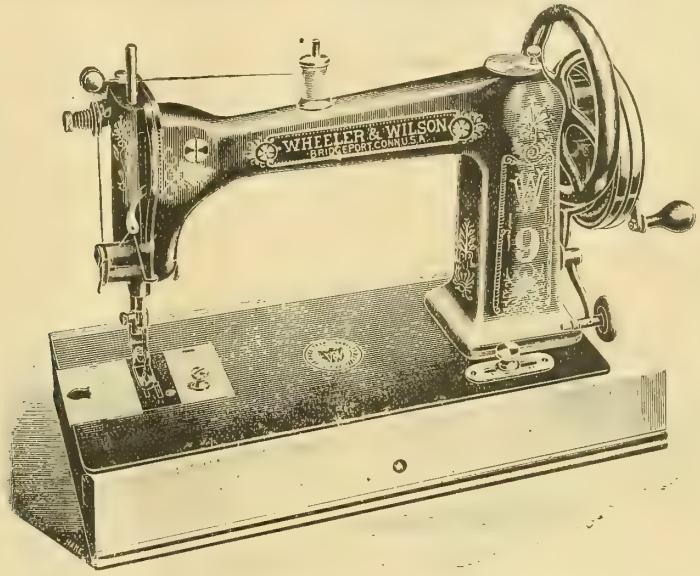
Every employer of clerks, assistants, servants, and the like has, at one time or another, to give or refuse a character, or a reference, which amounts to the same thing. It is not always very clearly understood by *employes* and servants generally that an employer, or a master or mistress, can always legally refuse to give any character or reference whatever. Yet that is most certainly the law, and it is sometimes acted upon, although, as a rule, employers would not care to maintain their strict rights. But in giving a character or a reference, there is no doubt that the occasion is privileged, so that any statements made by a master or mistress in so doing would not give a right of action, even if untrue, provided they were not made maliciously. These remarks arise naturally upon perusing the report of a recent case (Mortlock *v.* Poole & wife, *Times*, 16th May), in which a domestic servant sued for damages for libel. The mistress had, in giving the plaintiff's character, stated that she was not truthful, honest, and clean, and had concluded by adding, "I fear the character she came here with was not a genuine one." As a matter of fact, the plaintiff obtained the situation in regard to which this character was given, so that she was not damaged thereby. It is not necessary to go into the evidence, but the defendant explained that by the last words she did not mean to charge the plaintiff with coming to her under a false character, but simply that the character she came with was incorrect, and she had not kept up to it in practice.

The jury found a verdict for the plaintiff, with damages one farthing, which was evidently the result of a compromise amongst themselves, and the Judge expressed his opinion of the case by depriving the plaintiff of her costs, so that each side paid its own. The Judge, in summing up, said the only question for the jury was whether the letter was written by the defendant in the *bona-fide* belief of its substantial truth. He also said that such actions encouraged employers to give characters which were not their real honest opinions, and so did much harm to other employers who might act upon them. Many masters and mistresses get out of the difficulty of giving a bad character by refusing to give any, unless they can truly give a good one. The case above quoted is not of itself important, except in so far as it shows that letters of this kind should be more carefully written, for assuredly the concluding statement, that the plaintiff's previous character was not a genuine one, was open to the construction that it was false or fabricated, which would have been a serious charge, quite unsupported by the facts. Without this sentence no action could have been maintained, and, generally speaking, a character *bona-fide*, written or spoken, however bad, would not enable a servant to get damages, even if some of the statements turned out to be untrue, because of the privilege conferred by law upon such occasions. Were it not for this privilege no one would give a character at all by reason of the fear of being sued for libel. Besides the legal point that the giving a character is not in any way compulsory upon masters and mistresses there is another matter that may be noted. Some servants think that they can oblige their employer to hand over upon their leaving any written character they may have received ; but presuming such a character to be addressed to the master, that is his property, and he can lawfully keep it.—*Kemp's Mercantile Gazette*.

A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

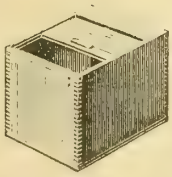
Lists in Preparation. **Enquiries Invited.**



THE IMPROVED SILENT ROTARY HOOK.

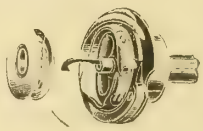


Showing Bobbin in Position.

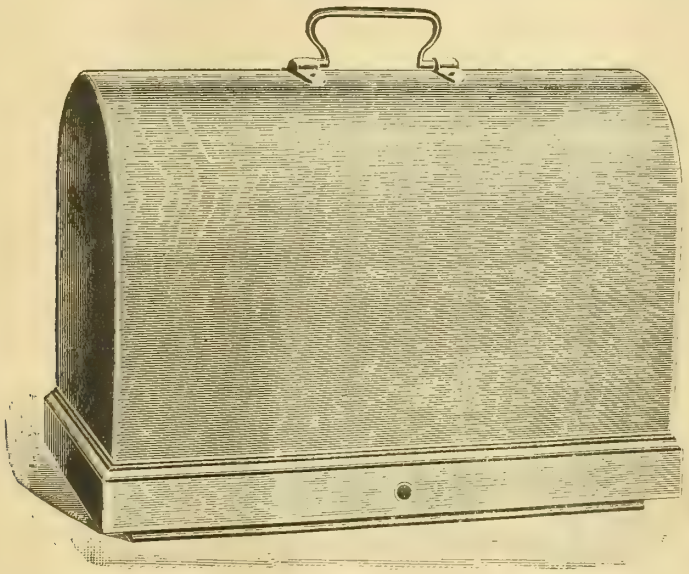


REVOLVING SHUTTER BOX.
For Accessories and Attachments.

THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin Out.



The Cover for above Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 *to* 11, *PAUL STREET, FINSBURY, LONDON, E.C.*

THE FAILURE OF A PRAM WHEEL MAKER.

A largely-attended meeting of creditors of George Littlewood, Ariel Wheel Works, Court Road, Balsall Heath, was held on the 22nd ult., under the presidency of Mr. Luke J. Sharp, Official Receiver.—The statement of affairs showed the following liabilities: To unsecured creditors, £7,063 8s. 7d.; creditors fully secured, £4,889 5s. 2d., with securities estimated to yield a surplus of £565 2s. 7d.; partly secured creditors, £93 11s. 10d., estimated to rank for dividend to the amount of £47 15s. 2d.; liabilities on bills discounted expected to rank to the amount of £202 14s. Total unsecured, £7,313 17s. 9d. Assets: Stock-in-trade (cost £2,725 8s. 7d.), £2.000; trade fixtures, fittings, utensils, &c., £250; furniture, £310; horses and vehicles, £50; office furniture, £55; wagons, £40; book debts—good £1,353 18s. 10d., doubtful estimated to produce £490 0s. 6d.; surplus from securities in the hands of creditors fully secured £565 2s. 7d.; total, £5,118 1s. 11d. Deduct creditors for rent, rates, taxes, wages, &c., £196 12s. 4d.; left £4,921 9s. 7d., showing a deficiency of £2,392 8s. 2d.—The Official Receiver reported that the receiving order was granted on a creditor's petition, the act of bankruptcy being that the debtor on April 4th, 1895, assigned his property to a trustee. Up to 1880 the debtor was engaged as a journeyman perambulator smith. In that year he commenced business as a wheel manufacturer at Essex Street, Birmingham. He had no capital, and only started in a small way. His business increasing, he took larger premises in Court Road, Balsall Heath, in 1882. In 1884 he purchased the freehold property in Court Road for £700. The property consisted of shopping and six houses. He converted the houses into workshops, and, as the trade increased, he built new premises in 1890 and 1892 at a cost of £3,000. To enable him to do so he deposited the deeds with his bankers, who are now creditors for £4,614 5s. 2d., holding as security the deeds referred to, which are estimated at £5,100. The following are extracts from the balance-sheets appearing in the private ledger: November 1st, 1890—assets, £14,847 6s. 3d.; liabilities, £8,649 1s. 6d.; capital, £6,198 4s. 9d.; profit for the year, £3,206 18s. 1d.; drawings, £383 18s. 1d. October 31st, 1891—assets, £16,763 13s. 9d.; liabilities, £9,845 13s. 6d.; capital, £6,918 0s. 3d.; profit for the year, £1,413 1s. 2d.; drawings, £693 13s. 8d. October 31st, 1892—assets, £17,741 17s. 9d.; liabilities, £9,636 19s. 6d.; capital, £8,104 18s. 3d.; profit for the year, £1,708 19s. 7d.; drawings, £522 1s. 7d. October 7th, 1893—assets, £21,532 2s. 3d.; liabilities, £13,149 8s. 1d.; capital, £8,382 14s. 2d.; profit for the year, £1,424 18s. 11d.; drawings, £1,147 3s. October 20th, 1894—assets, £19,587 1s. 10d.; liabilities, £11,530 11s. 8d.; capital, £8,056 10s. 2d.; profit for the year, £267 15s. 3d., drawings, £593 19s. 3d. The debtor states that he never experienced any difficulty in his trading until about twelve months ago, when, in consequence of severe competition from one firm, he had to reduce his prices, and since then he has been trading at a loss. In October, 1893, the assets were valued with the idea of forming a company, but the negotiations fell through. On March 13th, 1895, in consequence of being unable to meet his acceptances, the debtor suspended payment, and several creditors immediately commenced proceedings.

A private meeting of creditors was held on April 4th, 1895, and adjourned to April 10th, 1895. A committee was appointed, but on May 10th, 1895, the present proceedings were instituted, and the Official Receiver took possession under an interim receiving order. At the request of the committee he appointed Mr. W. E. Fowkes as special manager for the purpose of carrying on the business until the first meeting of creditors. In reply to questions as to the cause of the insolvency, the debtor states that his assets as a going concern exceed his liabilities. Sufficient books of account have been kept. The following is an extract from the deficiency account filed: Excess of assets over liabilities on the 17th April, 1894, £8,000; deficiency as per statement of affairs, £2,392 8s. 2d.; total, £10,392 8s. 2d. The loss was accounted for as follows: Net loss arising from carrying on business from 17th day of April, 1894, to date of receiving order, after deducting from profits the usual trade expenses, £1,602 17s. 11d.; expenses incurred since the 17th day of April, 1894, other than usual trade expenses—viz., household expenses of self, wife, and seven children, £500; bad debts, £1,299 9s. 7d.; depreciation on machinery, £2,760 19s. 5d.; depreciation on stock, £2,500; depreciation on buildings, £1,500; depreciation on horses, vehicles, office furniture, and wagons, £149 6s. 3d.; patents written off, £79 15s. The debtor having proposed a scheme for the payment of a composition of 12s. 6d. in the pound, the Official Receiver made a special report upon it, embodying valuations of the assets specially made. Taking the assets at what they will realise under a forced sale, the composition offered appeared to the Official Receiver fair and reasonable; but there was no doubt that as a going concern they were worth considerably more, and that if the composition was accepted they would be worth all the money to the debtor for the purpose of carrying on his trade. The debtor proposed to secure 10s. per pound of the composition. A large majority of the creditors expressed themselves in favour of the acceptance of the composition, but one or two of the largest creditors thought the amount should not be less than 15s.—Mr. Arthur Smith, the debtor's solicitor, in addressing the meeting in support of the offer of composition as under the circumstances a fair and reasonable one, expressed the regret of the debtor that he had not been able to pay 20s. in the pound, and also that the efforts to arrange his affairs by a deed of assignment had proved abortive. It would be within their knowledge that he invited all the larger creditors to meet the debtor, himself, and Mr. Fowkes, in London, on April 4th, when a statement of affairs was presented which showed that from the debtor's point of view there was a very large surplus of assets over liabilities. The debtor expressed his great anxiety, which he believed the creditors would admit was sincere, to pay all his creditors in full, and after a discussion it was decided to adjourn the meeting until the following week. Six creditors representing at that time more than half the unsecured liabilities consented to act as a committee for the purpose of investigating the debtor's affairs and to report to the adjourned meeting in Birmingham. Upon their report a resolution was carried with one dissentient—namely, a gentleman representing Mr. Boucher, the petitioning creditor—in favour of the business being carried on under supervision, with the view of paying 20s. in the pound. Much to his surprise and theirs, he learnt the same evening that at the very hour of the meeting Mr. Boucher, who was represented at the meeting by Mr Poppleton, had put a petition on the file. He did not know how that struck them, but, whilst every creditor had an undoubted right to adopt his own course, the general body of creditors had no reason to thank an individual creditor for £90 who in that discourteous way put a petition on the file. In explanation of the course adopted, he thought it was only his duty to state what transpired at the first meeting in London. While the meeting was progressing Mr. Poppleton, leaning behind the chairman's seat, asked him (the speaker) "Will you give us £50 on account of this debt?" He (Mr. Smith) replied, "Certainly not," and received the rejoinder, "If you will give us £50, I will help you; if you don't, I shall oppose." That might explain the subsequent action that was taken. On leaving the meeting Mr. Poppleton again asked Mr. Littlewood, who was waiting outside the room, whether he would give Mr. Boucher £50 on account of the debt, and, being refused, Mr. Poppleton said, "I shall make you sit up for it." They now knew the circumstances under which the affair had been brought into the Bankruptcy Court.—The Official Receiver said it was quite in order that this explanation should be given, as, in his opinion, it was one of those cases in which every effort should have been made before the matter was brought into the Bankruptcy Court.—Mr. Poppleton said he would reply later.—Mr. Smith, proceeding, explained the shrinkages in the balance-sheet prepared for bankruptcy purposes and those laid before the private meetings, in which the estate was treated as a going concern, and urged that though 12s. 6d. in the pound was a breaking-up price, it was the utmost the debtor could pay, and quite as much as the estate could be expected to realise in view of the peculiar and special character of the business. The composition would be secured to the extent of 10s. by undoubted security.—Mr. Poppleton said that after what Mr. Smith had said it was only right that he should explain. One story was good until another was told, and if Mr. Smith had told them the whole story relating to Mr. Boucher's case it would have borne a different complexion to that he had sought to put upon it. On March 8th Mr. Boucher came to him and said Mr. Littlewood had had goods from him, and he wanted to obtain payment. He recommended Mr. Boucher to see Mr. Littlewood, and he did so, when the latter offered to give him a bill for £40. He (Mr. Poppleton) recommended him to return it, and then Mr. Littlewood came to see him, and asked him to wait until the trial of an action for an injunction at the then present assizes was settled, and he would pay the money or give £50 on account. Mr. Boucher waited, and then he (Mr. Poppleton) saw Mr. Smith, who said that if the debtor had promised £50 it would be paid.—Mr. Smith: You asked for £50, and I said I would see about it.—Mr. Poppleton went on to say that at the private meeting in London he asked Mr. Smith whether he was going to pay Mr. Boucher the £50 he had promised him, and on his replying in the negative he said he could not agree to the private arrangement. He accordingly voted against the resolution when it was put.—Mr. Sharp asked what advantage it was to Mr. Poppleton's client to file a bankruptcy petition?—Mr. Poppleton: Only that Mr. Boucher had been promised both by Mr. Smith and Mr. Littlewood that if he would wait he would be paid the £50, and it was only on that assurance he waited. He was not paid, and he had a right to take his own course.—Mr. Smith said he did not dispute Mr. Boucher's right, but it was a shabby thing all the same.—Mr. Sharp pointed out that at the time these conversations took place the debtor's affairs were in his creditors' hands, and how could Mr. Boucher expect to get a preference over the other creditors?—Mr. Poppleton said the accounts then showed a surplus of £5,000, and there could be no preference in Mr. Boucher asking for half his debt.—Mr. Smith: There was a preference because he would get his £50 before the other creditors.—Mr. Sharp said they were dealing with creditors for thousands of pounds, and Mr. Boucher's debt was only £90. If he was to gain any advantage by bankruptcy he had a perfect right to take his own course, but looking at the matter from a liberal and proper point of view, it seemed to him very improper for one creditor, because he could not get £50, to put the other creditors to an expense of £200 or £300 in relation to the attempted private arrangement, under which possibly 20s. in the pound might have been paid.—A discussion followed upon the amount of the composition.—Mr. H. Pinsent, who represented Messrs. Boughton & Co., held out for 15s. to be paid, but ultimately deferred to the majority of creditors, and in the end the offer of 12s. 6d. was unanimously accepted, the security to be satisfactory to a committee of four of the largest creditors. Mr. Fowkes was appointed trustee to distribute the dividend.

The following are the principal creditors:—

	£	s.	d.
Andrews, J., Birmingham	47	8	9
Archer, A., Birmingham...	£23	1	6
Badland, E. W., Birmingham	92	4	6
Barlow, F., Birmingham	63	3	8
Beaumont & Sons, Birmingham	15	2	5

CAUTION.

Whereas, in an action brought in the High Court of Justice (Chancery Division) by *THE SINGER MANUFACTURING COMPANY* against a firm who offered for sale Sewing Machines not made by *THE SINGER MANUFACTURING COMPANY* as "Improved Singer Machines" and "————'s Improved Singer Machines," Mr. Justice Romer gave judgment in favour of *THE SINGER MANUFACTURING COMPANY* and restrained the defendants from using the trade name "Singer" in any way calculated to deceive.

And whereas *THE SINGER MANUFACTURING COMPANY* have received from numerous dealers who have also wrongfully used their trade name "Singer" apologies and undertakings not to again use the name in a manner calculated to deceive, and have paid damages and costs,

Notice is hereby given that *THE SINGER MANUFACTURING COMPANY* will proceed against all persons using their trade name "Singer" contrary to the said judgment of Mr. Justice Romer or otherwise wrongfully.

GILBERT D. WANSBROUGH,
39, Foster Lane, London, E.C.
Solicitor to *The Singer Manufacturing Company.*

	£	s.	d.
Bonser & Co., Birmingham	121	4	10
Boucher, H., Birmingham	74	3	6
Boughton, E. & Co., Birmingham	1,039	8	0
Bower, E. & E., London	668	4	8
Bullows, J., Walsall	44	13	7
Bunch, B. & Sons, Walsall	58	2	0
Cardwell, J. L. & Co., Manchester	103	0	0
Central Iron & Steel Co., Kidderminster	258	17	6
Chantard & Co., London	100	0	0
Cohen, R., & Co., London	190	15	9
Crane, D., & Son., Birmingham	22	4	0
Danks, H. & T., Netherton	24	2	6
Davis, Thomas, & Co., West Bromwich	169	19	6
Deakin, Bros., Birmingham	42	10	8
Green & Co., Old Basford	59	11	0
Great Bridge Iron Co., Tipton	117	9	6
Holloway, James, Birmingham	15	16	2
Humber Steam Shipping Co., Goole	31	5	2
Iles, William, Handsworth	60	8	10
Knight, T. H., Handsworth	400	0	0
Kramrisch & Co., Liverpool	234	16	10
Long, David, London	634	17	10
Mason, W., Birmingham	73	4	6
McIntyre, J., Nottingham	27	18	0
Midland Railway Co., Birmingham	75	0	0
Miller, T. R., & Co., Glasgow	124	10	7
Morris, W., & Co., Birmingham	56	1	7
Patterson, A., & Co., Birmingham	16	18	9
Quadrant Cycle Co., Birmingham	10	7	2
Rathbone, G., Birmingham	30	1	4
Roberts & Co., Brierley Hill	27	12	4
Scott, G. H., & Co., Stockport	32	17	7
Smith & Forrest, Manchester	27	18	6
Waite, J. & T., Birmingham	384	13	8
Walford, J. T., Birmingham	10	4	4
Wells, G. H., Birmingham	50	9	2
Wright & Co., Ltd. Birmingham	21	11	2
Fully Secured Creditors	4,989	5	2

Failures and Arrangements.

JAMES THOMAS HALE, trading as J. T. Hale & Sons, domestic machinery dealer, &c., 24A, Park Place, Liverpool.

A deed of arrangement, dated April 20th, was filed herein on April 27th. Unsecured liabilities, £377 12s. 11d., estimated net assets, £261 12s. 7d. Among the principal creditors are the following :—

	£	s.	d.
Entwisle & Kenyon, Accrington	39	0	0
Whittaker Bros., Accrington	10	0	0
Cherry Tree Machine Company, Limited, Blackburn	120	0	0
Smith & Paget, Keighley	12	0	0

MARK HENRY ANDREWS, sewing machine agent, late farmer, Tattersall, Thorpe, late Boston and Frith Bank, Sibsey.

A receiving order was granted in the above on May 11th, and the debtor adjudicated bankrupt. The first meeting will take place on the 13th inst. at the Official Receiver's, Boston, at noon. The debtor will be examined at the Sessions House, Boston, on the same day, at 1.30 p.m.

JAMES E. SMITH, trading as Smith & Sons, mangle manufacturers, Royd Works, Beechcliffe, Keighley.

A final dividend of 5¼d. is now being paid by the trustee, 8, Charles Street, Bradford.

CHARLES JOHN GAY, house furnisher, cycle and pram. dealer, &c., 88, Cheesehill Street, The Market, Winchester.

The first meeting of the creditors herein has been held at the offices of the Official Receiver, Southampton. The summary of the debtor's statement of affairs showed gross liabilities amounting to £1,534 2s. 7d., which is made up as follows :—£1,365 2s. 7d. to unsecured creditors, £133 10s. to creditors fully secured, £35 10s. preference claims, of which is expected to rank £1,365 2s. 7d., and net assets £978 14s. 6d. ; deficiency, £386 8s. 1d. The bankrupt alleges as the causes of failure, "Bad trade, illness of self and family, heavy rents, and want of capital." It was resolved that no trustee be appointed, but that the estate be left in the Official Receiver's hands to realise ; that the following be appointed the Committee of Inspection :—Mr. Victor Penson, 55, Hatton Garden ; Mr. Charles Webster, 26 and 28, Tabernacle Street, Finsbury Square ; and Mr. George William Webb, 47, Curtain Road, London. That the allowance of £1 5s. per week to the debtor be confirmed and one more week be granted. That £2 2s. be allowed for a person to assist bankrupt in his statement of affairs.

JOHN FALAHEE, sewing machine dealer, West Green Road, Tottenham.

On the 23rd ult. there was held at the offices of Mr. Ralph Raphael, in Moorgate Street, E.C., a private meeting of the creditors of the above. Mr. Raphael said that a writ having been issued against Mr. Falahee, he had thought it desirable to call the creditors together and place before them a statement of affairs. The unsecured creditors debts amounted to £1,652 18s. 3d., rent and rates were £41 15s., making a total indebtedness of £1,694 13s. 3d. The total assets were valued at £575, as follows : Stock, £200 ; fixtures, £20 ; book debts, £355. Thus there was only available for dividend about £530. It was decided to adjourn the meeting for a week, and in the meantime a committee of inspection was formed, consisting of Messrs. Poppleton, Francis, White Sewing Machine Company, G. Wilkins, and J. H. Craig.

A BILL OF SALE upon fixtures, plant, trade, machinery, &c., to secure £72 11s. 9d., dated May 13th, was filed on the 16th ult, against Herbert Marriott and Vincent Watson, hosiery machine builders, both of 91, Humberstone Gate, Leicester, in favour of Adolphus Barron.

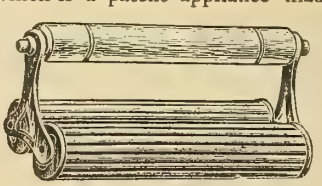
A DEED OF CONFIRMATION of absolute sale of March 26th, 1895, dated May 18th, was registered on the 20th ult. against George Humphrey, sewing machine engineer, High Town Road and Duke Street, Luton, in favour of Charles H. Luis.

A COUNTY COURT JUDGMENT was on April 5th registered against A. W. Wagg, perambulator dealer 96, Camden Road, Tunbridge Wells, for the sum of £17 19s.

THE PEOPLE'S WASHER.

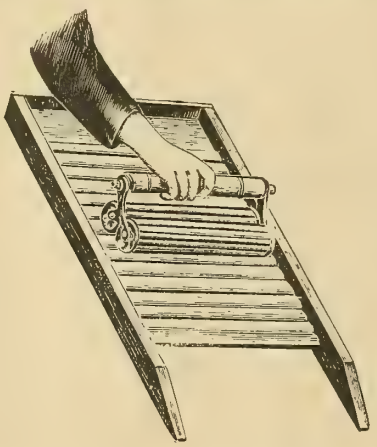
Many dealers in mangles do not care to bother about washing machines. In the first place they are somewhat costly, and very few work satisfactorily.

We have recently tested the "People's Washing Machine," which is a patent appliance made by Ford,



Galloway, & Co., of 10, Vyse Street, Birmingham, and we really feel that we can recommend dealers to stock it for sale. It retails at the low price of 4s., and takes up very little room ; further, being made of brass, it will last for years.

This machine will be clearly understood from our illustrations, but we might just add that the dirt is



removed much more readily than when the rubbing is done by the hand, and that it is not in the slightest degree injurious to the clothes.

Agents are being appointed in all the principal towns, and our readers must therefore hurry up if they wish to sell this useful machine.

HANDSOME CANOPIES.

The season for canopies now having arrived, dealers should not omit to stock a few of the "Duchesse," made by Lloyd & Co., of the Boro', London, S.E. On page 11 will be found illustrations of these canopies, which Messrs. Lloyd were last month willing to send on approval. We are now informed that the firm are compelled to withdraw this offer, as these goods have been so successful that samples are quite unnecessary.

We can assure our readers that the "Duchesse" canopy is exceedingly pretty, and that the prices are very moderate.

SINGER'S NEW DISTRICT OFFICES.

The Singer Manufacturing Company will, during the present month, take full possession of both of their new premises, which have been allotted to two new departments, viz., the Southern Central Office and the Western Central Office.

The Southern Central Office, which is under the management of Mr. J. Paton, takes in the whole of Kent and all the offices in London south of the Thames as far west as Wandsworth. We had an opportunity on Monday last of going over the premises which have been leased as headquarters for this district. They are situated in Southwark Bridge Road at its junction with Marshalsea Road, and numbered 115 to 129, and, although not actually built for the purpose, are admirably adapted for the offices and warehouse of a sewing machine company. The building consists of four floors, and it has quite an imposing frontage, and has a back entrance for goods.

The ground floor is intended as a storeroom for heads, and not less than 2,000 machines can be accommodated on the shelves at one time without interfering with the mounting and despatch of machines to the various depots. Some idea can be formed of the size of this large room when we state that it measures 82 ft. by 45 ft., not counting several small rooms at one end. At the rear is another capacious room which is to be used as a warehouse for machine stands received through the back entrance.

Mounting to the first floor we find it planned to accommodate thirty clerks, and with a large room at the rear for machine tables.

The second floor is to be used as a warehouse for surplus stock, with one section of it given over to a store for parts and accessories.

The third floor will be used as a repairing shop, with a separate department for the polishers.

These premises when taken over by Singer's were so admirably adapted for their business that comparatively few alterations are necessary to render them an ideal central office.

The Western Central Office, under the management of Mr. Sang, is located at 50, Baker Street, W. The premises consist of four floors and a basement, but we defer until next month further details, as they are still in the builder's hands.

A NEW USE FOR ELECTRICITY.

Mr. R. W. Hill, of Manchester, sends an amusing letter to a contemporary respecting an electrical means he has devised as a defence against thefts from the person. After relating by what means he was bereaved of a valuable personal ornament, Mr. Hill recounts the measures he has devised to meet any future contingencies of a like nature. "I rigged up," said he, "a small contact for my scarf pin, bought a tiny electric bell, made a double pocket accumulator, and am now ready for any emergency. I may say I now carry about with me a whole electric museum. The source of electric energy is stored up in said accumulators, and I have made a contact with my watch. Thus if any attempt is made to extract it quietly the tell-tale indicates the fact at once. The third item of my equipment is a tiny incandescent lamp, concealed in a well-finished artificial waterproof flower pinned to my coat. The lamp is useful during a performance at a theatre, when the light in the house is usually lowered, and when I may desire to look at the programme, etc. Another piece of apparatus, invaluable to the inveterate smoker, consists of a very fine platinum coil placed in a cavity made of asbestos. By inclining the little glass tube, the mercury in the same closes the circuit of my pocket battery, and I can thus light my cigar, etc., regardless of the weather. The entire museum weighs about twenty-two ounces, and the only bother is the re-charging of the battery. The latest addition to my store is a hollow cane fitted with a tiny lamp, provided with a small silver reflector concealed in the knob. The hollow cane is sealed at the bottom by a rubber stopper, and the exciting fluid is a mixture of chromic and hydrochloric acids. The cell consists of an amalgamated zinc rod and a strip of platinum foil. This type of battery was used for Tissandier's 'navigable' balloon. By inclining the cane the lamp is, of course, fed by an electric current, and gives a good light. Any intelligent person can rig up my portative museum in a few hours."

A NEW CONVERTIBLE CART.

We illustrate herewith the "Raleigh" Car, which Mr John Harrop, of Tib Street, Manchester, has recently protected. It is convertible into three positions, and is at



once a mail cart and a carriage. Mr. Harrop informs us that already a good demand has set in for this car, and he expects it to be one of the most successful of his many inventions in children's carriages.

KING'S v. SINGER.

In the Queen's Bench Division, on May 28th (Before Mr. Justice Mathew), the case of King's Universal Supply Company *v.* Singer Manufacturing Company (Limited) and others was decided.

His Lordship, in delivering judgment in this case, said it was an action brought by the plaintiffs against the defendants to recover damages for wrongful interference with their trade. The plaintiffs and the defendants were rival trading corporations, the former being an English company and the latter the well-known American company, incorporated in the United States, for the making and selling of sewing machines on the Singer principle. The plaintiffs alleged that they were being unfairly and improperly interfered with by the defendant company's servants. They said that as soon as machines had been sold by their agents and delivered the customers were interviewed by the company's servants, who unduly and unfairly depreciated and disparaged their (plaintiff's) machines, and described them as German trash. The customers were induced to return the plaintiff's machines, and to take in lieu one of the company's. He was quite satisfied that the plaintiffs had made out their case that their business had been unduly, improperly, and illegally interfered with, and that they had a cause of action. That being so, he had to consider the points raised by the defendant company's counsel. In the first place it was said, assuming that the acts alleged against the company's servants were true, they were not acts within the scope of the authority of the servants. He had not the least doubt that what was done was done within the scope of the authority of the company's servants. Secondly, it was said that if these acts were within the scope of the servant's authority what the servants did was not done for the benefit of their employers. He was satisfied that the course of conduct pursued was systematic, and was not confined to the canvassers, who might earn commission, but was known to other and superior officers of the company. He should be wrong if he came to the conclusion in point of fact that what was done was not done for the company's benefit as well as for the benefit of the servants. The second point, therefore, shared the fate of the first. In the third place, the company said that malice necessarily entered into the acts alleged against their servants, and that a corporation was incapable of malice. He negatived that view, and was of opinion that the plaintiffs were entitled to damages as against the company. There were two other defendants on the record, and he believed that what they did they did in the belief that they were performing their duty to their employers. The company were really responsible to the plaintiffs, although he accepted the statement of their counsel that there was no intention on their part or of those responsible for the business of the company to be guilty of improper conduct. He awarded the plaintiffs £250 damages against the company and 40s. each against the other two defendants.

Judgment accordingly with costs. Stay of execution pending an appeal was granted.—*Morning Advertiser.*

Anyone receiving a free copy of this issue is respectfully asked to take it as a courteous invitation to become a regular reader, either as a subscriber or by ordering the paper from his nearest newsagent, making use of the proper form provided on another page.

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TO ROYALTY AND THE ELITE OF EUROPE.

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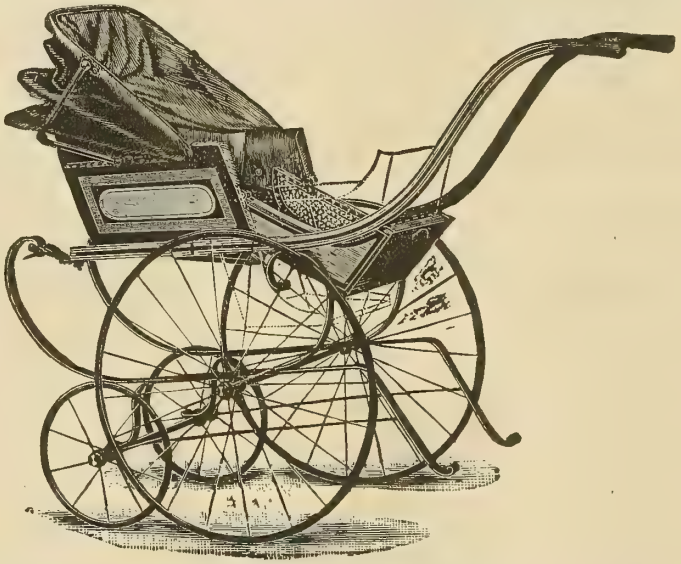
HARROP'S
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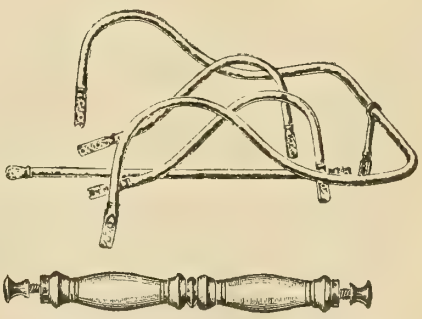
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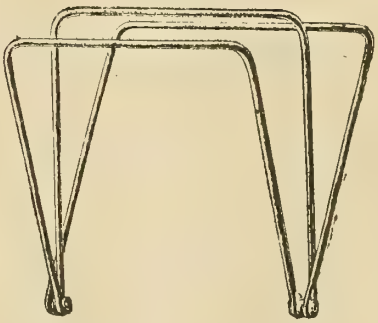
All Dealers should handle this.

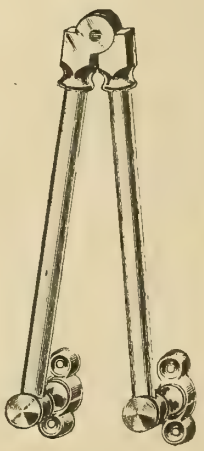
Lists sent on Application.

55, TIB STREET (off OLDHAM STREET),
MANCHESTER.





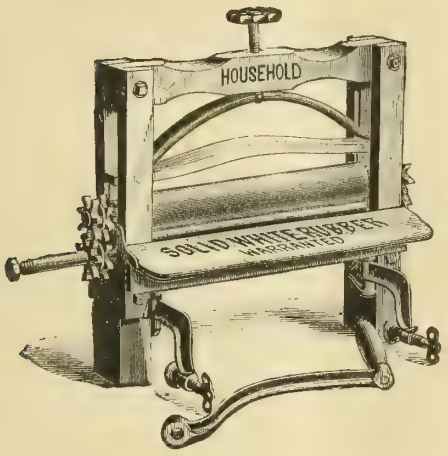




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The Largest Makers in the World of Perambulator Fittings.

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SPECIAL FEATURES.

The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

This Machine is now fitted with BRASS BEARINGS without extra charge.

QUALITY AND FINISH UNEQUALLED.

A few SOLE AGENTS required in Districts where not represented. Full particulars on application.

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PRAM TYRES.

We have a large Stock of TYRES ready for delivery, in $\frac{1}{2}$ in., $\frac{9}{16}$ in., and $\frac{5}{8}$ in. for Wheels 12 in. to 26 in. Price 10d. lb. 28 lb. lots at 9d.

Send size of wheels when ordering.

TYRE CEMENT, Extra Quality, 9d. lb.

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4 oz. Bottles		24s. 0d. per gross
$2\frac{1}{2}$ oz. ,,	...	18s. 0d. ,,
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"STAR," Iron Frame, 10 in., 8s. 6d.; 11 in., 10s.; 12 in., 11s. 6d.

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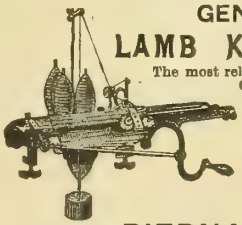
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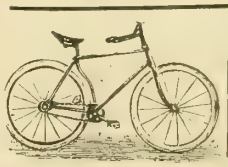
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TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 23 other Honours. HARRISON KNITTING MACHINE CO.
Works: 48, Upper Brook St., Manchester.



Section

To tighten cork handles it is recommended melting alum and applying it to the ends in contact with the tube.

* * *

It is said that a process for soldering aluminium has at last been discovered by a foreigner, whose patents will be worked by the British Aluminium Company.

* * *

A new tricycle is attracting considerable attention in the States. The machine has one wheel in front and two behind, and is arranged so that two persons can ride the machine sitting side by side. Each rider has a set of pedals which work the rear wheels. The machine is geared up like a safety.

* * *

Last month the action brought by the North British Rubber Company against Messrs. Rothwell for infringement of the "Clincher" patent was decided by compromise. The defendants have submitted to an injunction, and are to pay a sum by way of damages, but the amount has not transpired.

The Pneumatic Tyre Company have the past month sued several dealers for passing off as "Dunlop's" tyres not made by that company, and in every case have succeeded. It appears that several persons had gone to the defendants and had asked for a machine with "Dunlop" tyres, and were supplied with other makes. Our readers should be careful not to offend in this respect, as clearly the Pneumatic Company are on the war path.

The *Cyclist* describes a new tyre repairing tool which is being introduced by the French firm of Messrs. Morel, of 24, Rue St. Joseph, Grenoble. The apparatus takes the form of a circular band of steel, the ends overlapping, so that by means of a double-threaded screw and hand-wheel the diameter of the band may be decreased or increased as desired. The outer surface of the band is convex in shape, similar to the outer cover of the tyre. In renewing the inner surface of the cover, the band is first reduced in diameter to allow of the cover being slipped over it *inside* out. The diameter is then increased until the cover is tightly and evenly held all round. A small thumbscrew is provided for fixing the band when the desired diameter has been attained. The old canvas on the cover is then well solutioned, as is also the new canvas, the fixing on of the latter being, it is claimed, easily and expeditiously carried out. We need not add that the object of this tool is to facilitate the renewal of the inner surface of the outer cover, which is very liable to wear.

Much has been written of late as to tandem safeties being unreliable, and Mr. R. L. Philpot, of the Coventry Machinists Company, writes to the *Cyclist* as follows:—"There is no doubt that most makers do not know how to construct tandem safeties, or, having the necessary knowledge, place on the market machines made from the parts used in single safeties in order to save the cost of designing and manufacturing special parts, thereby endangering the life of the rider and bringing discredit on this form of machine. It is a fact to those who have studied the subject that the parts designed for single will not bear the strain of two riders; more especially is this the case in respect to the steering column, socket, crown, and forks, and no tandem is safe to ride unless these are considerably larger and stronger than those usually made. The place where most tandems break is just below the lower ball race of head, and it is impossible to *strengthen* this sufficiently unless made of a large diameter tube, and to do this all parts connected with it must necessarily be in proportion. These details are essential for safety, but in addition many others are required to ensure an easy-running and comfortable machine. The extra weight and strain of two riders make it absolutely necessary to strengthen all parts. The hubs and crank bracket should be wider, and the balls in the bearings larger, but at the same time the tread should be kept as narrow as possible, bearing in mind the necessary clearances. In fact, it is quite as easy to construct a tandem safety to satisfactorily accomplish its work as to build a single bicycle to carry one rider. It must, however, be specially designed, and made with a full appreciation and knowledge of the enormous strain to which it has to be subjected—in precisely the same way as strength has to be provided in a bridge, in accordance with the weight and strain it has to bear—always allowing a margin for safety."

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

7,671. A. Bastie and J. B. Bastie, for improvements in embroidering machines.

7,817. E. J. A. Babbage, for improvements in knitting machines.

7,824. H. Hill, for improvements in embroidery machines.

7,831. G. Worsley, J. Brelsford, A. E. Worsley, and F. Cree, jun., for improvements in or applicable to sewing machines.

7,840. W. Wilson, for improvements in and connected with convertible carriages or vehicles for the use of children.

8,262. D. Flanagan, for improvements in sewing machines.

8,286. C. Reupcke, for improvements in perambulators.

8,359. F. W. Farr, improvements in or relating to driving gear for sole sewing and other sewing machines.

8,397. W. Ashton, for improvements in mail carts, bassinette perambulators, and similar vehicles.

8,517. J. Harrop, for an improved convertible mail cart and bassinette.

8,559. H. A. Houseman, for an improved circular knitting machine.

8,647. H. Hill, for improvements in or relating to embroidery machines.

8,685. J. Brown, for improvements in attachments to zigzag or sewing machines for the stitching on of flat or shankless buttons.

8,749. W. Webster. Improvements in overhead sewing machines.

8,890. U. Gutting, for an improved cutting device for sewing machines.

8,897. F. O. Jerram, for improvements in or relating to sewing.

9,131. A. Anderson, a communication from The Singer Manufacturing Company of United States, for improvements in sewing machines.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

(Price 8d. each.)

10,903. *Sewing Machines.* H. H. Lake, a communication from S. H. Wheeler, of Chicago, U.S.A. Dated June 5th, 1894.

Relates to hem-stitching The inventor states that it is a great desideratum to relieve the needle of all work except that of merely putting the thread through the material, and in order that the strain will not be materially different from that to which the needle is subjected in ordinary sewing, he has devised an arrangement which he terms a spreader and combines it operatively with the needle, so that the spreader enters the material of single thickness with the needle each time that the latter enters the material of single thickness, the spreader being arrested in its descent with the needle-bar and needle, or put out of action when the needle descends through the two or more layers of material constituting the overlapped part of the hem, it being understood that the stitch used to effect what is denominated hem-stitch work is made up of a three stitch figure or a figure of the zigzag order as employed for button-hole or over-stitching.

11,087. *Bobbins.* H. A. Bates, of Yonkers, N.Y. U.S.A. Dated June 7th, 1894.

The thread bobbin has a paper disc at one or both ends caused to adhere directly to the thread by mucilage, or other adhesive material, the edges of the disc being as large as the cylindrical bobbin of thread. Means are described for closing the sometimes open end of the shuttle to prevent oil, &c., coming in contact with the thread on the bobbin. A spring is employed to act against the bobbin of thread to apply the friction necessary to prevent the bobbin rotating too rapidly as the thread is pulled off. The invention further relates to sewing machine shuttles in which there is a case for holding the bobbin.

19,789. *Chain-stitch Sewing Machines.* F. R. Brauer, of Chemnitz, Saxony. Dated October 17th, 1894.

Relates to a device in connection with chain-stitch sewing machines by means of which fancy seams, or work composed of variously coloured threads, may be made by employing several needles, each threaded with a single coloured thread.

2,653. *Sewing Machines.* A. Eppler, of Newton, Mass., U.S.A. Dated February 6th, 1895.

The object of this invention is to provide a simple and effective curved needle double-thread sewing machine, adapted for stitching outer soles to welts of welted boots and shoes, which shall operate to interlock the needle and shuttle threads at points close to the bottom surface of the outer sole, and at a uniform distance from the bottom surface, irrespective of the thickness of the work, without the employment of a special automatic thread measuring device to proportion the amount of thread drawn from the wax-pot to the thickness of the work.

UNITED STATES PATENTS.

Issued and Dated April 16th, 1895.

537,747. A. Brown, Detroit, Mich. Looping attachment for knitting machines.

537,748. A. Brown. Looping attachment for knitting machines.

537,766. W. Hall, St. Louis, Mo. Fan attachment for sewing machines.

537,802. J. A. Burleigh, Laconia, N.H. Circular knitting machine.

Issued and Dated April 23rd, 1895.

537,846. A. J. A. Oesterreich, Hamburg, Germany. Sewing machine for hem-stitching.

537,861. L. H. Smith, Helensburg, Scotland. Sewing machine.

537,964. D. C. Bellis, Elizabeth, N.J., Sewing machine.

Issued and Dated April 30th, 1895.

538,472. C. Wolentarsky, Cincinnati, Ohio. Welt sewing machine.

Issued and Dated May 7th, 1895.

538,652. J. Bradley, Chelmsford, Mass. Tuck mechanism for knitting machines.

538,664. P. Diehl, Elizabeth, N.J. Sewing machine.

538,665. P. Diehl and A. Grieb. Sewing machine.

538,834. L. Jones, jun., Philadelphia, Pa. Take-up device for knitting machines.

THE SHOE AND LEATHER FAIR.

The second annual Shoe and Leather Fair was held at the Agricultural Hall, Islington, under the management of Mr. John T. Day, of the *Shoe and Leather Record*, last month, and was a gigantic success.

There were only two exhibitors of sewing-machines, as follows:

The Singer Manufacturing Company.—This Company occupied a somewhat larger stand than last year, but in a similar position. They had a fine display of machines for all classes of leather work, also several for domestic use. There appears to be practically no limit to the range of work for which Singer's supply sewing machines. The Company had their new double-trough sectional bench on show, and upon this were mounted their manufacturing machines. Among the latter we specially noticed the Zig-Zag automatic bead trimmer, eyeleting, and button-hole machines.

The Wheeler & Wilson Manufacturing Company.—This well-known Company occupied an imposing space near the centre of the "Fair," and, as is their custom at trade shows, made a thoroughly practical exhibit. At one end were Dougill's gas engines, driving not only the sewing machines, but also a dynamo for the numerous incandescent lamps with which the stall was illuminated. Nearly every kind of machine used in the shoe trade was on show, running by power, the operators being loaned by Messrs. H. Raper & Co. and Messrs. J. & G. Barnes, both of whom are shoe manufacturers. We specially noticed the companies' new trimmer, the knife of which is adjustable, and their walking foot machine. The latter is a most ingenious machine, which must be seen to be appreciated.

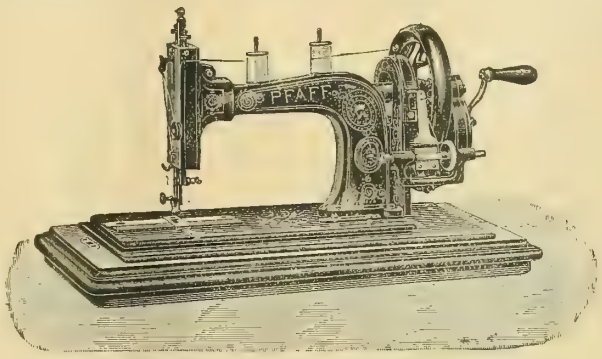
We should not omit to mention several handsome show-cases containing some very choice boots and shoes made by Messrs. John Scott & Co. and Messrs. W. H. Peach & Co., Limited.

Mr. W. F. Fair.—Mr. Fair's stand in the gallery was small, but it attracted a deal of attention. There was on show Cote's pantograph for cutting and grading shoe patterns at one operation. It is a most ingenious machine, and appears to have a great future before it.

PFAFF Sewing Machines.

The most reliable Family and Tailoring Machines; are unequalled by any Machine for their quality, exquisite workmanship, and appearance.

All the Important parts exposed to friction are forged of the best quality steel.



The Pfaff "B" Perfect Sewing Machine.

Perfectly Noiseless Motion, and numerous other Improvements.

G. M. PFAFF KAISERSLAUTERN, GERMANY,

SEWING MACHINE FACTORY:

Recently enlarged by the purchase of the Konig Sewing Machine Factory, where the Pfaff Oscillating Shuttle Machines are now made. Sizes E and F.

SOLE IMPORTERS FOR THE UNITED KINGDOM:

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New Home.

NEW HOME SEWING MACHINES.

New Home.

Highest Awards at World's Fair, Chicago, and at Antwerp Exhibition, 1894.

SELLING POINTS. The **NEW HOME** Machine is the simplest and lightest running Machine in the trade. Has High Arm, Double Feed, Automatic Winder, Self-threading Cylinder Shuttle, carrying largest quantity of thread, elegantly ornamented. All bright parts nickel-plated, no gears, easy to work, easy to sell.

STYLES OF MACHINES. Hand Machines on Wood or Iron Case, with handsome bent wood cover. Treadle Machines with a large variety of styles of cabinet work. Manufacturing Machines for all purposes.

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WRITE FOR PRICE LIST AND TERMS,

AMERICAN TRADING CO.,

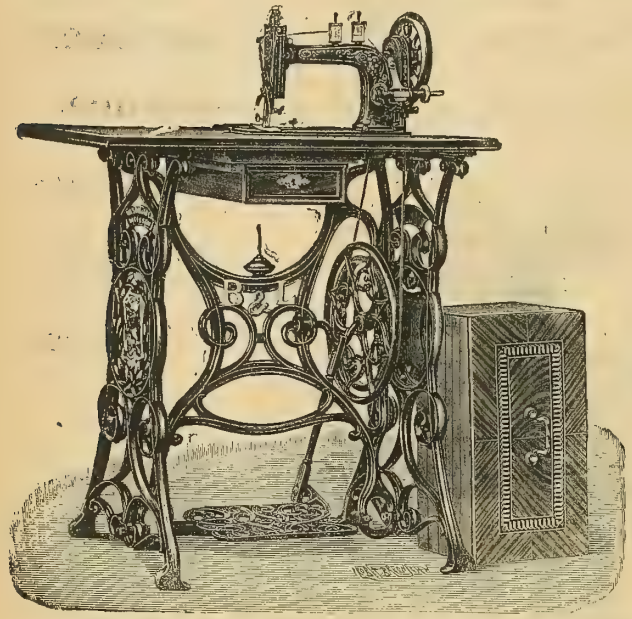
99, FENCHURCH ST., LONDON, E.C.

New Home.

BIESOLT & LOCKE, MEISSEN, SAXONY.

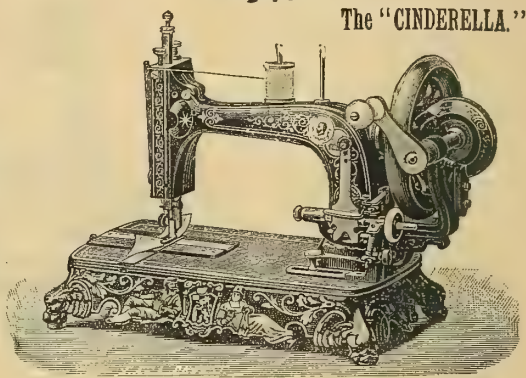
ESTABLISHED 1869. | SEWING MACHINE MANUFACTURERS. | ESTABLISHED 1869.

NON-GENUINE WITHOUT TRADE MARK.



B. & L. Machine, Lt. B. (high-arm) for family use, with New Shaped Stand.

The "CINDERELLA."



Perfected Automatic Hand and Treadle Sewing Machines for Domestic and Trade use. 12 patented improvements. Working parts finest tempered steel. Appearance superb. Undoubtedly the best Machine in the market. Silent, uniform, rapid, easy movement.

SPECIALITY—SACK-SEWING and the "NORNE" SACK-CUTTING MACHINES.

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HAMMOCKS (The "Wonder.")

Mounted on four 20-inch Wheels, all complete.

Wholesale Trade only 24s. each, or 22s. 6d. each for an order of twelve.

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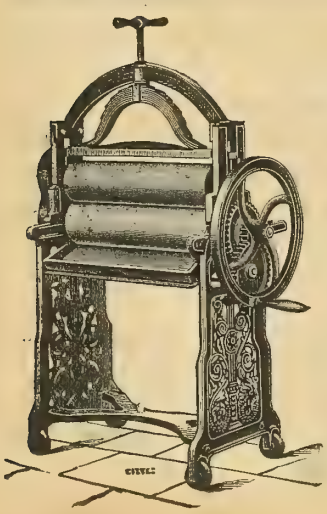
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Makers of all kinds of Cycle Tyres, Cushions, and Solids, also Bassinette Tyres and Cement, which cannot be equalled at the price.

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29, YORK STREET, BELFAST.



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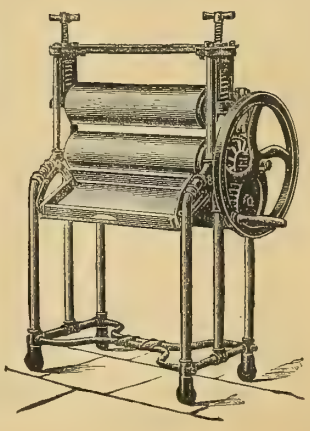
DESIGNED FOR HARD USAGE.

No better Seasoned Rollers in existence.

Write for List or send your Name on post card and Traveller shall call.

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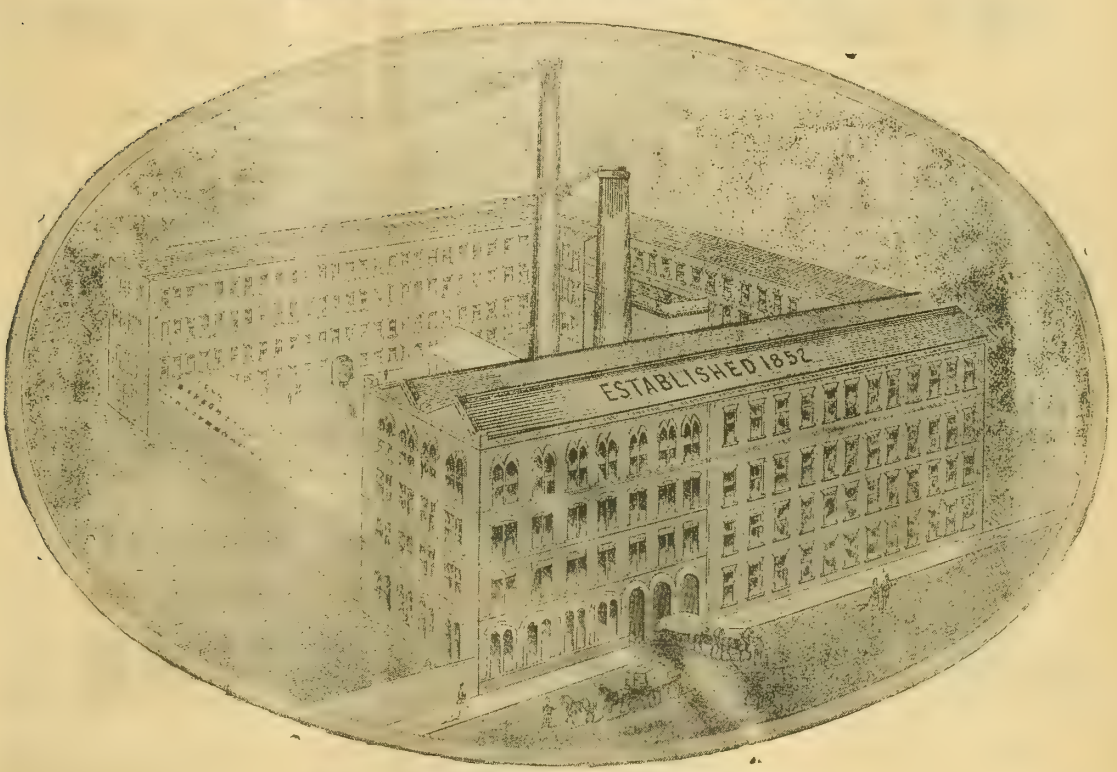
Carpet Sweepers, Meat Choppers, Step Ladders, Draught Excluders, &c.



ENTWISLE & KENYON,
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OLDEST EUROPEAN MAKERS. MORE THAN 200 FIRST PRIZES.

BRADBURY & CO., Ltd.,
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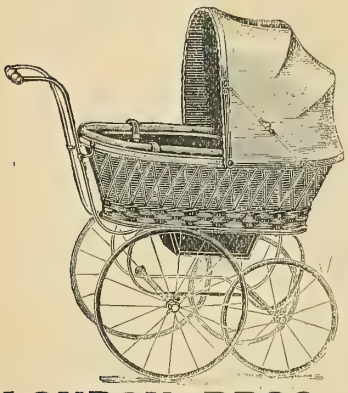
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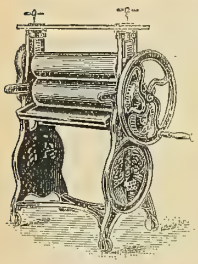


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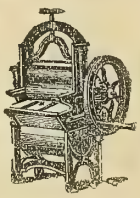
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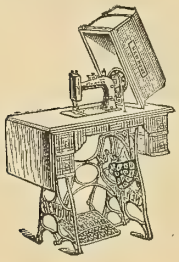
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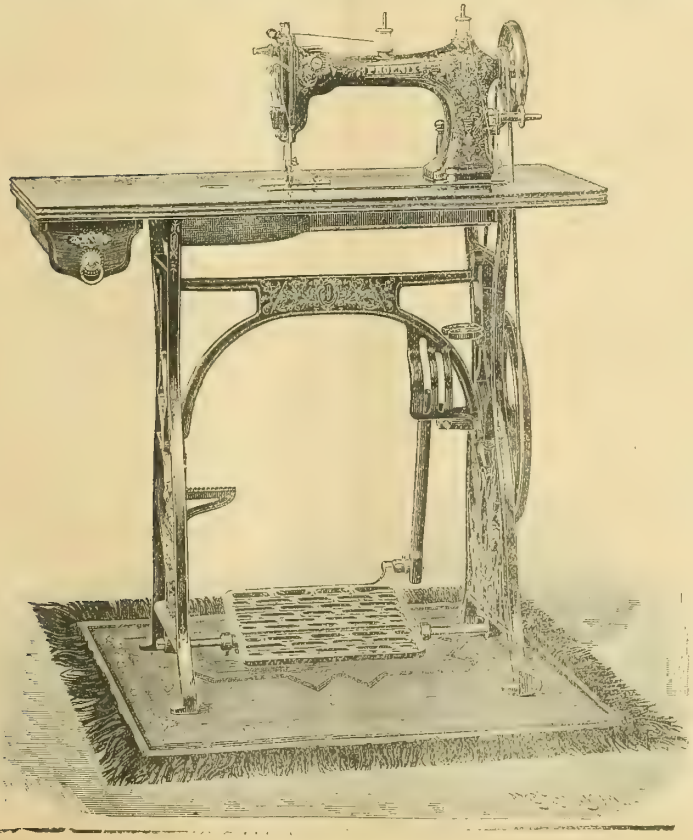
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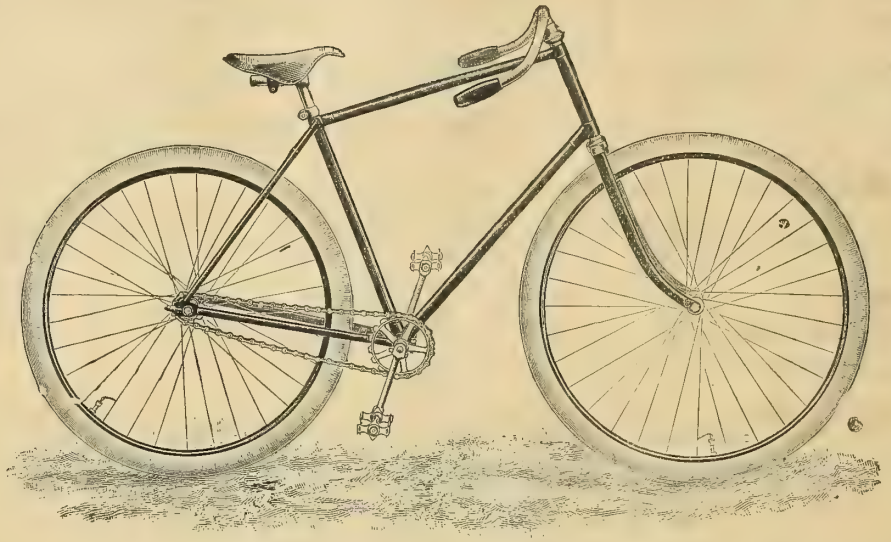
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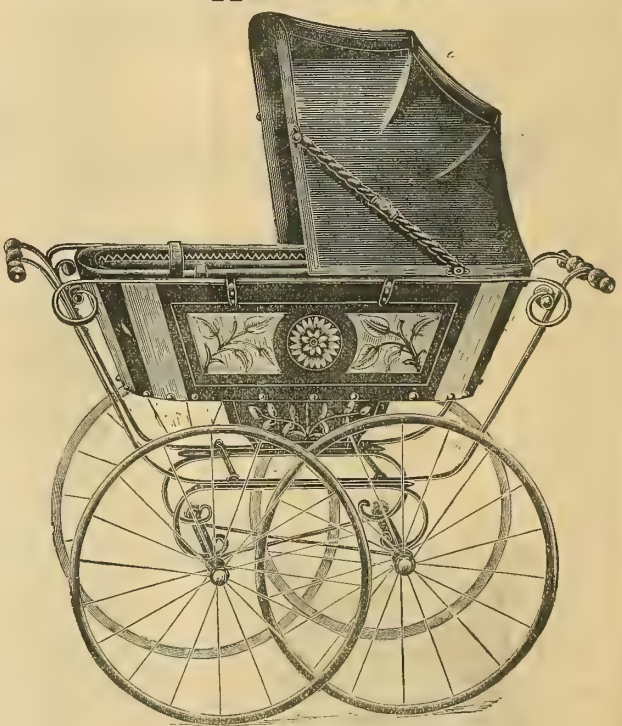
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WHEREBY THE LIABILITY OF MEMBERS IS STRICTLY LIMITED.

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This Association is a combination of dealers in articles sold on the Easy Payment and Hire System, and, according to its Rules, its objects are "the protection and furtherance of the interest of persons trading on what is known as the Hire Purchase System, and to ensure for hirers fair and honourable treatment."

It is purely a co-operation of traders aiming at raising the tone of the Hire System and the assistance of hire traders in cases of difficulty, for which purpose it retains one of the best legal authorities, Mr. H. E. Tudor, whose fees are fixed at one-half (or less) the usual solicitor's charges.

Subscriptions.

The annual subscription is one guinea for town members, and half-guinea for country members, commencing from any date.

Advantages.

The Association supply, firstly, a legal form of hiring agreement, which it considers fair between owner and hirer. Should this agreement be broken by the hirer, Mr. Tudor, the solicitor to the Association, will write the hirer at the member's request, at a charge of 6d. Should the goods be pledged, he will write the pawnbroker stating the owner's title to the goods, and endeavour to get them returned; the same remarks apply to landlords, carriers, or other persons in wrongful possession. Mr. Tudor can be consulted at certain times (see Rules) free of charge, and at all times will give written advice on legal difficulties at a charge of 1s. in ordinary cases. Should members desire to conduct their own cases, the solicitor's charge for drawing up the brief is 3s. 6d.

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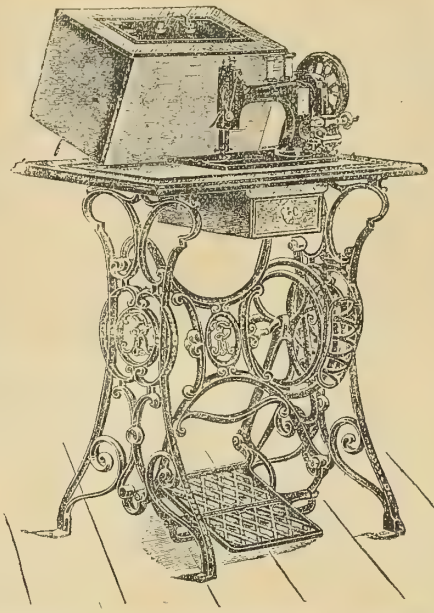
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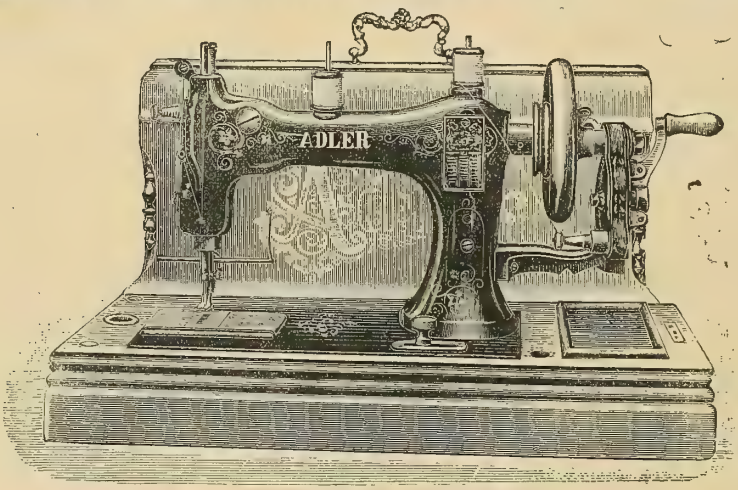


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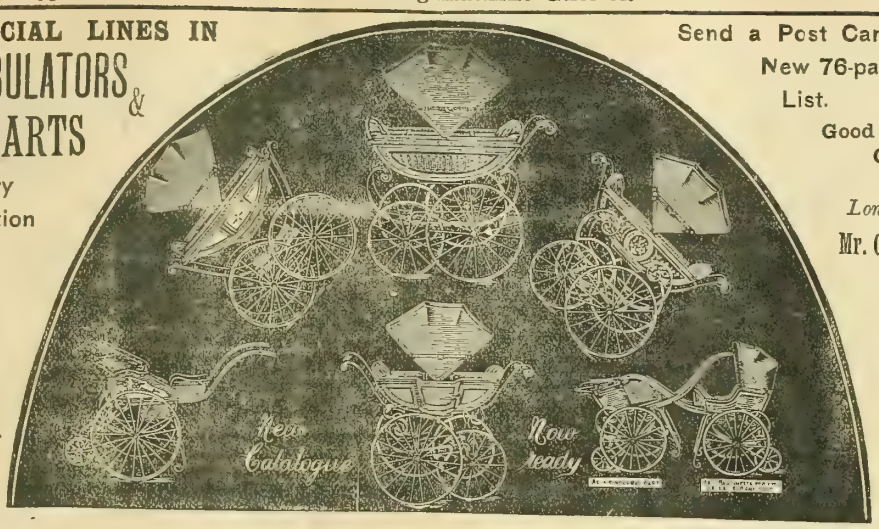
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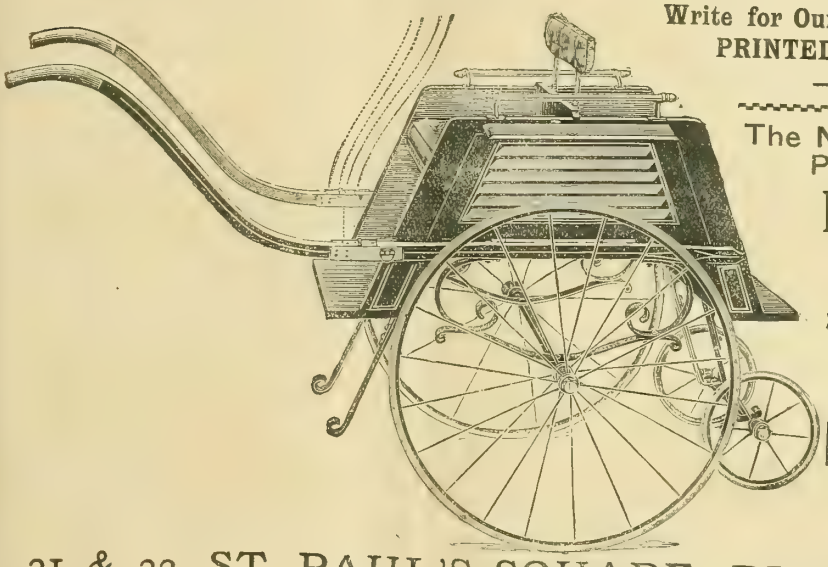
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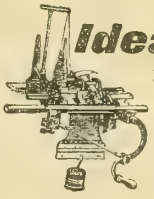


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(See page 32 for other advertisements.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

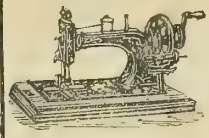
Subscription.—3s 6d. per annum, or 1s. per quarter, post free, which includes a free copy of the *Hire Traders' Guide and Record.*

Editorial Notes.

Copyright in "Blocks." We frequently receive requests from dealers for the loan of "blocks" which appear in our advertisement pages, and, of course, always decline to lend same, and sometimes our subscribers take umbrage at the refusal. This, we need not say, is very foolish, as we are only the custodians of the blocks, and as was just decided at the Birmingham County Court there is a legal risk in one firm using another's blocks. In the case we refer to Messrs. W. A. Lloyd & Co. sued Messrs. J. B. Parkes & Co. to recover £50 for infringement of copyright. It appears that in January last the defendants obtained the use of an electrotype block from plaintiffs for cycle frames, on the condition that the defendants bought their frames from the plaintiffs, and the terms to be 5 per cent. discount from catalogue prices, with two and a half for cash, but in consideration of the defendant publishing the illustration with plaintiff's name "Lloyds" upon it, they would allow fifteen per cent. discount off the catalogue price of frames ordered by the defendants. The defendants used the block. Some of the illustrations, however, were printed without the name of "Lloyds," and defendants ordered no frames from plaintiffs. Mr. Lloyd gave evidence that the defendants had sent out his company's illustration and supplied orders with a cheaper frame than theirs, and the defendant said that he printed 250 sheets with "Lloyds" on the illustration, and 250 without. He had sold only four frames, which he bought from small makers. His Honour, however, held that defendants had infringed the copyright list of the plaintiffs, and broken faith with them, misusing and mutilating their block by having "Lloyd's" name erased from it. He pointed out in reply to counsel that the block itself was nothing. It was the impression of the block, "the print," that had done the mischief. He gave judgment accordingly for nominal damages, viz., 10s. and costs on the sum claimed. He also granted an injunction against the defendants.

Notices on Invoices. We have often heard complaints from dealers respecting the manner in which a certain perambulator firm's business as to the invoicing of goods was conducted. It is the practice of this firm, when sending out accounts, to charge the goods at retail prices, and to attach to the invoice a note to the effect that so much per cent. will be allowed as discount provided the account is paid within a prescribed period. It has been the case with more than one of our readers on receiving an invoice not to observe the notice, and as a consequence they have had to pay retail prices, as the firm are very strict in holding customers to the terms of the notice. We note that last month, before Mr. Justice Kennedy, there was a case (Tautz *v.* Archdale) which throws much light on the question of notices on invoices, and which is in our estimation of sufficient interest to be mentioned in our columns. Counsel argued in this case that such notices were not binding, inasmuch as they were not in reality contracts, not being agreed to by both parties; in fact, argued counsel, it was altogether a one-sided affair, the receipt by the customer of the notice attached to the account being by no means evidence of his consenting to be bound by the notice contained thereon, and therefore not a contract. The only way, said counsel, in which the notice could be rendered effectual was under Statute 3 and 4, William iv. c. 28, which required a firm to prove having served a notice to a debtor stating that interest would be claimed on a certain sum within a specified date, failing which the claim could not be enforced.

This view was upheld by his Lordship on the score that such notices did not form a sufficient compliance with the provisions of the Statute to support the claim, and the defendant, who was more than a year overdue with his account, could not be compelled to pay interest thereon.



Section

SEWING MACHINE NOMENCLATURE.

Few members of the sewing machine trade, probably, have ever given a thought to the origin of the names by which the parts of a sewing machine are known. It is a subject not without interest, however, as we shall presently show. Not to go deeply into the question, and always remembering the claims of Europe, it is undeniable that the parts of a sewing machine received their names in America, and it was in that country that the first really practical sewing machine was produced. Thus it happens that the names of sewing machine parts are, linguistically speaking, English in origin.

Now it is well known that the Howe & Thomas machines reached the Continent from England, France being the first and Germany the second country to realise the potentialities of the sewing machine. It therefore is a very natural inference that the nations speaking languages of Latin origin, such as the Spanish and Italians, also the Belgians, should obtain their names for sewing machine parts from the French, and that Teutonic countries should be similarly indebted to Germany. Mr. Charles Bradbury and the present writer considered it not amiss to go thoroughly into this question, and we find that the inference we started with has been fully borne out by facts.

We are now able, then, to state as a fact that the sewing machine instruction books in use in all European nations have had, firstly, an American or English origin—in both cases, of course, the language being the same—and that they can be divided into three classes, viz., English, French, and German.

Our task is much simplified by this division into three main groups, and we really need not for our present purposes deal with any of the sub-divisions, for they are quite of minor importance.

We give below a table showing the equivalents of English names in both the French and German languages, and now propose to comment on a few of the names.

In the first place, it is interesting to note that most of the English names for machine parts are of either Old English or Anglo-Saxon origin, and that very few indeed are the same as the modern German word. We are indebted to the French for the following words: "table," "cover," "tension," and "corder." We owe to Gaelic a single word, "feller," but "hemmer" is of Anglo-Saxon origin.

The French word for "head" corresponds exactly to the English word, but in the German it is *Obertheil*, which means literally upper part. The Germans call a machine-table *Tischplatte*, or table-top. The "fly-wheel" is *volant* in French, which means flier, and in German it is *Schwungrad*, or swing wheel.

"Pitman" is *bielle*, or crank, in French, and *Treibstange*, or driving rod, in German, both names being an improvement on the English word. *Socle*, which means pedestal, is the French word for "base," and *Fundament* is the German word. "Winder" is referred to by the Germans as *Spulapparat*, which means, of course, spool apparatus. *Die Spannung* is the German word for "tension," meaning a straining of the thread. The French word for "feeder" is *griffe*, meaning claw, but curiously enough the Germans, although going to the French for a word to express this part of a machine, adopt another word, *Transporteur*.

"Presser-foot" becomes *presse-étoffe* or cloth-presser in French, and the Germans use a word, *Stoffdrucker*, which means absolutely the same thing. The Germans call the stitch-regulator *Stichsteller*, which is, literally, stitch-fixer. The "needle-plate" becomes *Stichplatte* or stitch plate in German. The French call the "thread-lever" a regulator of the thread (*régulateur du fil.*) In German the "shuttle carrier" becomes *Schiffchentreiber* or shuttle driver, and "driver," as our readers know, is often used in this country instead of "carrier."

Both the French and the Germans drop the word "cam" in referring to the "heart-cam," and simply call it *Cœur* and *Herz* respectively. "Edge-guide" becomes

guide droit, or straight guide, in French, and *Lineal*, or ruler, in German. The English word "quilter" becomes *Wattirlineal*, or wadding-ruler, in German. "Trimmer" is *poseur de ruban*, or ribbon-fixer, in French, and *Bandaufnaher*, or ribbon sewer, in German "Feller" the French call *rabatteur*, or the turner over, and the German name *Kapper* expresses the same idea. *La vis a bouton*, or button-screw, is the French word for thumbscrew, but the Germans use the word *Knopfschraube*, which means, literally, knobscrew. The "screwdriver" is called in French *tournevis*, or turnscrew, and in German *Schraubenzieher*, or screw-drawer. *Le crochet* is French for "hook" or "looper," and *Greifer*, or grasper, is its German equivalent.

The only other word we shall now deal with is the equivalent for shuttle. The French call the shuttle *la navette*, but the Germans, not very wisely we think, call it *Schiffchen*, which means little ship.

We follow on with the table previously referred to.

NAMES OF SEWING MACHINE PARTS AND THEIR EQUIVALENTS IN FRENCH AND GERMAN.

The Head	La Tête	Das Obertheil
The Stand	Le Bâti	Das Gestell
The Table	La Table	Die Tischplatte
The Cover	Le Coffret	Die Chatulle
The Treadle	La Pèdale	Der Tritt
The Flywheel	Le Volant	Das Schwungrad
The Pitman	La Bielle	Die Treibstange
The Belt (Strap)	La Courroie	Der Riemen
The Base (Hand Machine)	Le Socle	Die Fundament
The Bedplate	La Plaque	Die Grundplatte
The Arm	Le Bras	Der Arm
The Winder	Le Devidoir	Der Spulapparat
The Shuttle	La Navette	Das Schiffchen
The Needle	L'Aiguille	Die Nadel
The Tension	La Tension	Die Spannung
The Reel (Spool)	La Bobine	Die Spule
The Feeder	La Griffe	Der Transporteur
The Presser-foot	La Presse-étoffe	Der Stoffdrucker
The Stitch-regulator	Regulateur du point	Der Stichsteller
The Needle-bar	La Barre-aiguille	Die Nadelstange
The Needle-plate	La Plaque-aiguille	Die Stichplatte
The Needle-screw	La Vis à aiguille	Die Nadelschraube
The Thread-lever	Regulateur du fil	Der Drahtregulator
The Tension Spring	Le Ressort de tension	Die Spannungsfeder
The Shuttle Carrier	La Porte-navette	Der Schiffchentreiber
The Heart Cam	Le Cœur	Das Herz
The Handle	La Manivelle	Der Griff
The Edge-guide	Le Guide Droit	Das Lineal
The Hemmer	L'Ourleur	Der Säumer
The Binder	Le Bordeur	Der Bandeinfasser
The Quilter	L'Ouateur	Das Wattirlineal
The Friller	Le Fronceur	Der Kräusler
The Braider	Le Soutacheur	Der Soutacheur
The Trimmer	Le Poseur de ruban	Der Bandaufnäher
The Corder	Le Cordeur	Der Litzeneinnäher
The Feller	Le Rabatteur	Der Kapper
The Thumbscrew	La Vis à bouton	Die Knopfschraube
The Screwdriver	Le Tournevis	Der Schraubenzieher
The Oilcan	La Burette	Die Oelkanne
The Hook (Looper)	Le Crochet	Der Greifer

SEWING MACHINES IN DENMARK.

The trade is supplied from Germany, England, Sweden, and the United States. Of American machines, only the Singer and the New Home are known and introduced here. The majority of Singer machines imported come from Glasgow, where, I understand, this company has a factory. The New Home Company has also recently introduced its machines here. No other machines from England other than the English-made Singer, as above stated, are brought into this market. The reason assigned for this is that the English machines are different in construction from those known and appreciated by the Danes, but, more especially, because they are said to be more expensive.

The German machines, however, have, beyond doubt, the largest sale in Denmark. They are, as a rule, cheaper than other machines, and while it is true that some of their makes are trifling and sell for a song, there are many good machines sold cheap enough to hold their own against all comers.

Swedish machines have also been imported here, but they have little reputation and less sale. There are also some few machines manufactured here, but I think it will be admitted that, other things being equal, they cannot compete with the Germans in price.

I have endeavoured to secure figures as to the total number of machines imported into Denmark during the last fiscal year, but the Bureau of Statistics gives no information on this point, and the Custom House officials say "there is no way of obtaining such information, as the machines pay duty according to different schedules." A dealer, however, estimates the importation to be about 7,000 machines annually. Of this, it would be safe to say that 5,000 are German machines.

Duty is levied according to the different parts of the machine, as follows: The machinery proper pays a duty of 6 öre (1·6 cent) per Danish pound; the woodwork pays about 14 öre (3¾ cents), and the stand of iron about 2 öre (one-half of a cent) per pound. Owing to the high duty on the woodwork, some dealers have this made in Denmark and thus save the expense. The easy-payment system, or, as it is called in the United States, "the instalment plan," is quite in evidence here, and is, in fact, the rule generally followed. Canvassing agents, however, are not so common as in the United States. The best way to reach the people is through the columns of the newspapers.

As machines are cheaper at present than they were a few years ago, a correspondingly larger number are sold, and the trade is getting brisker. But the price is variable. Some dealers offer German treadle machines at from 55 to 80 kronor (14 dols. 74 c. to 21 dols. 44 c.), and, again, I have seen hand machines advertised at 25 kronor (6 dols. 70 c.). The agents of the Singer Sewing Machine Company—Bendix Bros.—give the following average prices of their machines, viz.: Family treadle machines, 85 kronor (22 dols. 78 c.); tailor treadle machines, 125 kronor (33 dols. 50 c.); shoemakers' treadle machine 160 kronor (42 dols. 88 c.); hand machines, 60 kronor (16 dols. 08 c.). The agents of the Singer machine are well established here, and, as far as I can learn, they sell more machines than any single firm in Denmark. However true this may be—for this statement is only based on the opinions of men in the trade—a comparison of prices with the German machines is unfavourable to the Singer machine. The annual sale of the Singer machine in Denmark is estimated by a competitor to be about two thousand, the majority of which, he thinks, come from the factory in Glasgow. It would seem, therefore, that if American sewing machine companies can put their goods in this market at a figure to compete with the German manufacturers, a good business can be established. The success of the Singer machine, in spite of its greater cost, would seem to be an inducement for other companies to enter the field. The New Home Company has already made the venture, but with what success I cannot say. The excellence of American workmanship is acknowledged here as well as in other parts of Europe. To introduce our sewing machines, we must sell as cheaply as the Germans.—ROBERT J. KIRK, Consul, in the *Sewing Machine Times* of New York.

Copenhagen, March 12th, 1895.

SEWING MACHINE PATENTS IN AMERICA.

As our readers are aware, America has been most prolific in invention in connection with the sewing machine, and we have read with great interest a recent article in our excellent contemporary, the *Sewing Machine Advance*, on the subject of the surprisingly large number of patents taken out in that country. We understand that in the American Patent Office subjects of invention are divided into two hundred and thirteen classes, though from an examination of the list it appears that the titles of nine classes have been dropped, leaving two hundred and four, net. These classes are sub-divided into more than six thousand six hundred sub-classes. For example, class 24, sewing machines, has forty-one sub-classes, as will be seen in the list given below. As new subjects of invention appear from time to time, new classes or sub-classes are established. The classes are assigned for examination to thirty-four examining divisions of the office, each in charge of an examiner. For example, sewing machines are assigned to Division 14, along with the classes—apparel, crinoline and corsets, designs, toilet articles and umbrellas and canes.

Since 1836, in which year the American Patent Office was destroyed by fire, and the renumbering of patents from No. 1 upward was begun, there have been issued, up to January 1st, 1895, the date of the supplement, 541,589

patents, if no error has been made in adding up the list by classes. In this vast aggregation of patents issued, the sewing machine stands prominent among the subjects of invention to which inventors have devoted their attention. Of the two hundred and four classes, that of sewing machines stands twentieth in the list, being thus well up toward the head of the list. It would appear from this fact that the glamour of the golden harvests reaped by the early sewing machine inventors had led thousands of inventors to believe that there were millions in sewing machine invention. What fruition, or lack of fruition, rather, their hopes have had the many among the thousands could sadly tell.

Carriages and wagons come first in the list, numerically, with 20,096 patents to their credit. Then come in numerical order the following :—Stoves and furnaces, 18,340; clasps, buckles and buttons, 11,795; packing and storing vessels, 10,854; harvesters, 10,155; plows, 10,122; mills, 9,720; boots and shoes, 9,348; measuring instruments, 9,344; railways, 8,344; steam engines, 8,237; lamps and gas fittings, 8,211; builders' hardware, 7,792; water distribution, 7,707; laundry, 7,633; seeders and planters, 7,477; harness, 7,400; fences, 6,807; railway draft appliances, 6,780; sewing machines, 6,048; the remaining one hundred and eighty-four classes running down through the lower thousands and hundreds to Linotyping, which is doubtless the latest subject of invention, and which stands credited with but 98 patents.

Following are the sewing machine sub-classes, arranged alphabetically, with the number of patents attaching to each :—

Attachment holders	59	Setters and threaders	69
Binders	87	Sewing hats	46
Book-sewing	83	Sewing looped fabrics	49
Braiders and corders	93	Sewing on buttons	79
Broom-sewing	14	Sewing rugs	6
Button-hole	521	Sewing shoes	245
Chain and double chain	349	Short-thread	31
Embroidering	237	Shuttle machines	704
Feeding	382	Shuttles and bobbins	149
Glove sewing machine	30	Special machines	176
Guides	259	Straw	68
Hemmers	166	Take-ups	119
Methods	73	Tensions	224
Miscellaneous parts	141	Thread-cutters	40
Needles	70	Trimmers	170
Needle clamps	40	Tuck-creasers and markers	145
Presser-feet and lifters	119	Tucking-guides	84
Quilting	178	Turfing fabrics	47
Revolving hooks	68	Wax-thread	181
Revolving-hook machines	141		
Rufflers and gatherers	287	Total	6,048
Running-stitch	19		

In addition to the above there are other sub-classes that belong properly to the sewing machine, but have been assigned for examination to other divisions of the office. Thus, in Division 8, class furniture, are found sewing machine covers with 71 patents, and sewing machine tables with 77 patents. In Division 13, class needles and pins, 99 patents are noted for making machine needles; and in Division 21, class cordage, there are 107 patents for winding sewing machine shuttle bobbins. There are also many sewing machine movements included under the general designation of mechanical movements examined in Division 12, while in Division 2, of the 388 spring motors there examined a large number were designed and patented as sewing machine motors, that were to bring vast wealth to their aspiring inventors. Alas, for the fond hopes placed so confidently in these spring instruments of delusive natures! Not one has survived the test of practical utility, and yet there are others doubtless that will come and go.

SEWING MACHINES IN BRAZIL.

A Rio correspondent writes to the *British Trade Journal*, on sewing machines, as follows :—"These machines are in general use throughout the country, and are to be found in nearly every house, even in the huts of the Indians in the interior, where they frequently form the only furniture of any value. Nearly all the cheaper kinds are of German manufacture, but the best machines are of English and American make. Machines of the Singer type are most in favour; there are also many "Howe" machines in use, although the English factory of this name has ceased to manufacture them. For family use cheap treadle machines find a ready sale, also improved machines for tailors' and bootmakers' use.

MECHANICAL & TECHNICAL.

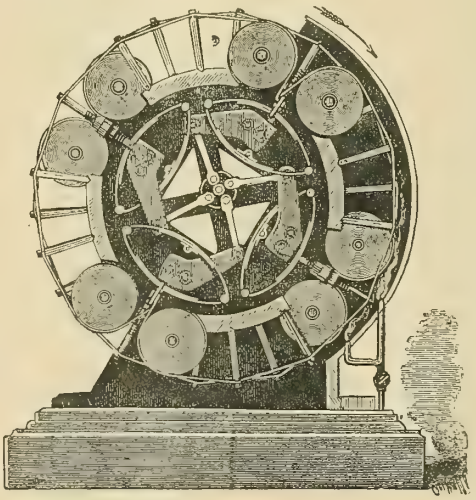
A NEW MOTOR.

Dr. W. W. French, of Fort Branch, Ind., has recently patented a motor that is unique in many respects. Although he uses springs the power is not produced in the usual manner by springs wound by hand, but the springs are acted upon by bands alternately expanded by the direct application of heat, the bands being so connected with the springs that when one band is expanded it releases its hold on the springs while the other band is receiving the full pressure of the same. The inventor has given the name "Pyromo" to his motor, an illustration of which is here shown.

Replying to an inquiry concerning the application of his motor to a sewing machine, the inventor, says the *Sewing Machine Advance*, states as follows :—

"In reply to yours of the 2nd inst., I will say that I can see nothing in the way of applying the 'Pyromo' to the running of a sewing machine. I have estimated that a wheel 2 ft. in diameter will develop at least one-fifth of a horse-power, and each doubling of the diameter will increase the power eightfold.

"The working model is 6 in. in diameter and weighs 1 lb. The fly-wheel is 7 in. in diameter, weighs two ounces, and easily makes 200 revolutions per minute. The frame of model is of wood, and the machine is very imperfectly made. If the frame were made of metal I could double the tension on the thermostatic bands and this would double its power



"The motor can be encased at the end of a sewing machine table, leaving small openings at the top and bottom for draft, or the standards of motor might terminate at bottom in a clamp, having a projection for a lamp and be fastened on back edge of machine table opposite belt wheel of machine. I have always used a lamp to operate the model. A lamp with four small burners, each one-eighth inch in diameter, burning alcohol or coal oil, will generate sufficient power to run a family machine. The thermostatic bands of the model are only one-fourth of an inch wide and one-hundredth of an inch thick, and are under a tension of eighteen pounds from the springs. These bands, at a temperature of 112 degrees, will sustain a tension of eighty-five pounds safely. I have now under construction a wheel 6 in. in diameter, 2 in. wide, with bands three-fourths of an inch wide, that will sustain a tension of 150 pounds.

"A great many curious and some rather startling facts have been developed through this machine, and a few of them may interest you. Applying cold, either in the way of a blast of air or the application of a wet brush, to the cooling bands does not increase the speed of the machine; the wet brush checks it. If the fly-wheel be loaded with bullets at its rim, to reduce its speed, say to 100 revolutions per minute, and a thermometer be suspended about an inch above

the mouth of the hood, the mercury will stand at about 100 degrees Fahrenheit. If, then, the belt be thrown off the fly-wheel, and the reverse lever be put in such position that the motor still runs at the former rate, but does no work, the mercury instantly rises in the thermometer; showing that the machine absorbs heat in proportion to the amount of work required of it. The amount of heat radiated from the cooling side of the motor, as tested by the thermometer, is the same in both instances. It is not, as some might suppose, the radiated heat that runs the machine; all the heat that is radiated is lost. There is a strong probability that metal bands, situated as these are, cool because they contract, rather than contract because they cool, and any cooling appliance simply robs the motor of so much necessary energy.

"It also appears that a metal band heated under a progressively increasing tension has its capacity for absorbing heat-energy greatly increased; at least, that is the only difference in the condition of the bands when they are made to do a great deal of work and when they are made to do but slight work, and the experiment stated above shows that the bands absorbed more heat when working at their full capacity than when they were not. I am not trying to advance any new theories of heat or of expansion, for I feel that I am quite ignorant when it comes to theory, but I am simply searching for truth. The statements I make are facts, and I can demonstrate them to anyone at any time."

The engraving represents a sectional side elevation of the motor, a loosely rotating wheel having an exterior expanding and contracting rim preferably made by sets of metallic bands arranged one alongside the other. The bands are subjected to the heat from gas burners, which open into a hood on one side of the wheel, and the ends of each band pass over pulleys journaled in suitable bearings in the sides or spiders of the wheel, the two sets of bands passing over corresponding sets of alternately arranged pulleys. The ends of the bands, after passing over the pulleys, connect with links in the middle of the outer leaves of elliptical springs, the springs being attached, at the middle of their inner leaves, to rods secured in the sides of the wheel. The several bands are supported intermediate of their pulleys on posts, and the bands are connected at their middle by inwardly extending links, with levers fulcrumed in the sides of the wheel. Each link has a turn-buckle, whereby the length of the link may be increased or diminished, and the levers are connected by other links with a disc on a crank-arm on the shaft. The bands of each set connect at their ends with the same springs, and they connect by independent links with separate levers opposite each other and connected with opposite sides of the disc on the shaft. As a band is heated from the burners, its expansion releases a set of springs, whose closing power is exerted on the ends of another band, and through the two links and lever a pull is exerted on the disc to cause the wheel to rotate in the direction of the arrow. A similar operation takes place with the other bands. The motor is designed to be self-governing, the springs establishing a yielding connection between the bands and levers, to prevent the bands from breaking and take up slack until the running temperature is reached. A slight inaccuracy exists in the above cut. It shows the right lower lever staff as passing behind the elliptic spring, whereas it should pass in front of the spring the same as its fellow on the opposite side of the wheel.

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours' notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best-finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—Advt.

MR. ROTHWELL PROSECUTED.

In our last issue we reported the first stage of the prosecution of Mr. William Rothwell, a well-known sewing machine dealer and knitting machine manufacturer, of Bolton. Since our last report the following has transpired at the Bolton Police-court:

Mr. Rothwell was charged on nine counts, Mr. Entwistle on nine, and accused jointly in eleven.—Mr. Sutton, barrister, with whom was Mr. Rhodes, instructed by Messrs. Addleshaw & Warburton, appeared for the prosecution; Dr. Pankhurst, instructed by Mr. Dixon, represented Mr. Rothwell; and Mr. William Russell appeared on behalf of Mr. Entwistle.

Mr. Sutton, in opening the case, said he intended to deal with the charge of conspiracy in connection with the affairs of the Rothwell Hosiery Company. The case was one of some perplexity and length, and it would be necessary to give the history of the company from its formation down to 1891, when they found serious defalcations and falsifications were made. The only point, he thought, which the Court would have any difficulty about would be in saying whether the two prisoners were the persons who were responsible for the defalcations and falsifications. The company was incorporated on June 6th, 1886, with the small capital of £10,000, £3,000 of which were in A shares and £7,000 in B shares. Counsel then read the agreement drawn up, the consideration Wm. Rothwell received in connection with the transfer of the company's business being that he should have allotted to him £200 A shares; whilst as a director he was allowed a salary of £50 per annum with commission of 15 per cent. upon the net profits of the company. It was, therefore, a matter of great importance to Mr. Rothwell that the company should continue to flourish and exist and to an extent that would enable him to obtain the 15 per cent. commission, and permit of him retaining his position on the directorate. An important consideration was that the directors were, from the commencement, to take care that true accounts were to be kept of the stock-in-trade, and in connection with this point, counsel observed that the stock-in-trade was a part of the business which the auditors could not check, and with respect to which they had to rely upon information they received from persons responsible for its accuracy. The company held its first general meeting on February 28th, 1887, when a small loss was reported, and next year there was again a small loss. In July, 1881, there was another meeting, when a legitimate dividend of 5 per cent. was declared. An extraordinary general meeting was held on August 9th same year, whereby the capital of the company was increased to £20,000, and it was subsequently decided that in future the stock should be taken by Mr. Rothwell and Mr. Entwistle, and it would be found that they in subsequent years had had a great deal to do with getting out the figures with regard to stock. In February, 1889, the published balance-sheet declared a dividend of 30 per cent., and showed the stock to be £12,140. In September of the same year another dividend of 20 per cent. was declared, and the capital of the company was increased to £100,000. In the March following another general meeting was held at which the stock was found to be £36,632, and a dividend of 10 per cent. was declared. In the following April the capital was increased to £200,000, the Victoria Mills were purchased from Mr. Rothwell for £36,000, and a certain sum in cash for stock-in-trade and machinery. In order to raise the additional capital in November a prospectus was got out for the issue of new shares. The arrangement made with regard to the shares Mr. Rothwell received was a further inducement that the dividend was 10 per cent., otherwise he would not have got any dividend upon six thousand pounds worth of shares he held. On December 31st, 1890, the company issued a balance-sheet, in which raw materials, goods in process of manufacture, and stock-in-trade in Bolton and London, were put down at £70,473 3s. 9d. On the other side appeared mortgage debentures, loans and cash owing to bankers, £40,996 16s. 7d., and sundry liabilities, £51,237. Messrs. Kevan were at this time the auditors of the company, and in their report they stated that the stock was taken on the value of the officials and directors, who vouched for the correctness of the same. Even then in 1890 the rapidly growing stock-in-trade struck the attention of the auditors, and after this report Mr. Rothwell must, one would have supposed, felt more than ever the duty that was imposed upon him in seeing that the stock-in-trade was properly taken into account. It would be for the Court to consider when they came to deal with the stock in 1891 whether it was possible that the alterations and falsifications made in it could possibly have been made without Mr. Rothwell's knowledge. The company's position at that time was beginning to be one of considerable difficulty. They had been largely increasing their capital, always a dangerous thing to do; they had a very large overdraft from bankers, the latter were pressing to have the overdraft reduced, and the issue of shares and debentures had not been as successful as was anticipated. On March 26th, the directors passed a resolution that Mr. Rothwell and Mr. Entwistle should take steps to place the unissued share capital of the company. It was made evident to the directors that the company was running short of money, and it was decided to advertise for a loan at 5 per cent. interest, and a call was also made on the shareholders. Notwithstanding the peculiar position of the company, well known to the directors, they on July 28th declared an interim dividend of 10 per cent. Counsel, continuing, referred to the position of Mr. Johnson, another director, who, he said, continued a director throughout, but relied upon Mr. Rothwell and Mr. Entwistle, who practically managed the business. As to the amount of stock which, had it been as represented in the balance-sheet, a dividend of 10 per cent. would probably, notwithstanding pressure for money at the time, have been justified. The company put themselves in negotiation with Davidson, Cookson & Co., Liverpool, with a view to the latter

helping them to raise money on debentures, but these gentlemen were not likely to lend their names to an issue of £65,000 unless they were satisfied by the persons to whom they were entitled to look for assurance that the affairs of the company were sound and financially prosperous. They therefore asked for the company's accounts. Mr. Rothwell at this time saw a Mr. Lellow, who, on Mr. Rothwell's assurance that the concern was prosperous, took sufficient shares to be placed on the directorate, which then comprised four. The balance-sheet of December 31st, 1891, showed stock-in-trade to the enormous value of £103,795. Mr. Wade, the accountant, was assured by Mr. Rothwell that the stock had been taken at 12½ per cent. off selling price, and as the result of the issue of the balance-sheet showing these figures they succeeded in placing £40,000 worth of debentures on the market. The auditors were called in at the last moment, and a summary of the balance-sheet was issued to the public, but was not signed by the accountants because they were not satisfied with it. The real value of the stock ought to have been £85,000. These balance-sheets were to have been destroyed, and there were substituted for them sheets which consisted in a large measure of duplicates. The value of the stock was also altered. £9,972 6s. 6d. represented mere repetition items, and £8,520 18s. 1d. was produced by increasing the value of goods. Had these stock-sheets not been kept by a clerk named Salkeld, this fraud would never have been discovered. Continuing, counsel said in 1894 it was found that things were going wrong all round, and when Mr. Halliday, an accountant, examined the books, he found there was an enormous deficiency. Mr. Rothwell, when spoken to about it, referred him to Mr. Entwistle, who was subsequently not to be found. Counsel then called the following evidence :—

Mr. James Carter, employed by Messrs. P. & J. Kevan, accountants, Bolton, said in reference to the balance-sheet, which was issued at the end of 1891, that his firm drew attention to several matters in the accounts, and that the summary issued was not signed by them because it did not contain the audtors' report. At the shareholders' meeting, in February, 1892, the stock was commented upon, but Mr. Rothwell said the stock was taken at cost price, less 2½ per cent., and that the fact of so much money being sunk in stock was laudable, inasmuch as it would realise more than it was put down at. Messrs. Kevan did not make out any more balance-sheets after 1891.—By Dr. Pankhurst : The entries in the stock-book for 1891 showed a deduction of 12½ per cent., amounting to £11,605. The summary laid before the shareholders' meeting was no more than a mere arrangement, in short, of the figures contained in the balance-sheet signed by the firm. By Mr. Russell : He made no complaint to the shareholders' meeting. If his firm had known there was anything wrong they would have complained to the shareholders.—Mr. J. W. Davidson (Messrs. Davidson, Cookson, & Co., Liverpool) gave evidence as to the negotiations for raising the debenture loan of £65,000. Mr. Rothwell stated that they were proposing to extend the buildings and business of the firm. He said they had paid large dividends, and that the business was a prosperous one. In consequence of that, witness laid the proposals before the directors of the insurance company, and witness afterwards inspected the mills, and also called upon Mr. Kevan. The prospectus for the debentures was subsequently issued. In the conversation he had with Mr. Rothwell, he asked upon what principle the stock was valued. Mr. Rothwell replied that it was valued at what was considered cost price. Counsel then took witness through the correspondence which led up to the Liverpool Mortgage Insurance Company advancing money upon debentures, the same to be a first charge upon the whole of the assets. Mr. Davidson said the arrangement was that the stock-in-trade and book debts should never fall below £100,000 in value. At that time he had seen the figure of £103,000 in the balance-sheet for December, 1891, but he told Mr. Rothwell at an interview that his people did not desire to place unnatural burdens upon the company. Mr. Rothwell replied that, in the ordnary course of carrying on his business, it was absolutely necessary that he should have the stock-in-trade and book debts at not less than £100,000. Witness added that as the result of the negotiations his company advanced £40,000, a clause in the indenture reading that the stock and book debts should not fall under £100,000 in value. On October 27th, 1894, the defendant holders took possession of the estate of the company, and witness was appointed the receiver. On November 3rd following, he went through the accounts and the stock-sheets, and found a very heavy deficiency. The previous month he had given a certificate to the effect that the stock had fallen below £100,000. The balance-sheet for the year ending March, 1894, showed £120,000 for stock-in-trade, and after that his firm watched the accounts, and they calculated from the trade which had been done that the stock and book debts in November should have amounted to £95,000. When he took possession in November for the debenture holders he had the stock taken. The book debts and stock-in-trade amounted to £70,000, or a deficiency of £25,000. The stock itself was valued at £52,664, it being estimated at 12½ per cent. less than the selling prices. The book debts were all right, and the difference arose only as to the stock. He drew Mr. Rothwell's attention to the fact, but he denied any knowledge of it. Mr. Rothwell, who spoke passionately at the interview, called heaven to witness that he knew nothing of it, and there was nothing else to be got out of him. He had had no explanation from Mr. Rothwell since as to the deficiency. In cross-examination by Dr. Pankhurst, the witness said that it was practically upon his advice the Mortgage Insurance Company advanced the sum of £40,000 to the Rothwell Hosiery Company. Before the money was lent he had ample opportunity to go over the place, and he did not suggest anything that had been kept back. In February, 1892, his firm were appointed auditors to the Rothwell Hosiery Company, and when the prospectus was issued, in June of the same year, he was perfectly satisfied with everything. That prospectus was signed by four directors, and it bore the name of his firm as auditors.—Walter Morris, the next witness, said he was an artistic printer. He knew Salkeld, who formerly worked for the Rothwell Hosiery Company, and got from him the stock-sheets produced. He thought it would be Christmas of 1892 when he got the sheets from Salkeld. He religiously kept them, because he thought they would come in useful some day, and it appeared to him they had. He gave them, just as he received them from Salkeld, to Mr. Addleshaw, the solicitor. Salkeld told him that Rothwell wanted him to destroy the stock-sheets, as they did not come up to a figure to allow of a dividend being paid. At this point of the proceedings the Court rose.

On the following day the hearing was resumed, when Mr. John Merrit Wade (Chalmers, Wade & Co., accountants, Liverpool) said that, in consequence of a communication from the Liverpool Mortgage Insurance Company, he visited the works of the Rothwell Hosiery Company in February of 1892. He discussed the position of the company with Mr. Rothwell, and after going over the mills was shown the books and balance-sheets of the company for the previous two or three years. All the books he wanted were produced, including the stock book, the private ledger, and others. The stock book produced now was the one shown him, and it contained a summary of the stock in the manufacturing department at December 21st. The amount shown was £81,238 8s. for stock, and witness asked Mr. Rothwell particularly about it. Mr. Rothwell replied that the stock was taken at selling price, less 12½ per cent. off, 2½ per cent. being discount to customers and 10 per cent. estimated profit. Mr. Rothwell assured him that there would be no difficulty in disposing of the whole of the stock to wholesale houses at the prices shown. The spinning stock book was also shown him, and the figures therein contained were certified as being correct by Entwistle and Lellow. The total amount of stock shown for the two departments was over £103,000.—The next witness, Mr. Samuel Salkeld, said he was at one time employed by Messrs. Rylands & Son. Then he left and entered the employment of the Rothwell Hosiery Company. That would be in the latter part of 1890. He was engaged as correspondent, and remained in that capacity for a month, when he was made warehouse manager at a salary of £2 15s. per week. He took part in arriving at the warehouse stock for the year ending December, 1891, and explained the procedure. Rough sheets were first made out and then copied out. Before taking stock he asked Mr. Rothwell at what price he should take the stock. Mr. Rothwell said "List price," which meant the full selling price, and that was done both with regard to finished goods and goods in process of manufacture. After the sheets had been extended and added up, witness took them to the private office to Mr. Rothwell and Mr. Entwistle. Mr. Rothwell said they must make an alteration in the stock. Witness asked if the deficiency was a great one, and was told it was £10,000. He then said it could only be done by increasing the quantities in stock or having the prices put up. Mr. Rothwell observed that the quantities should not be increased, as they had been checked by Mr. Johnson and Mr. Lellow. Witness was then told by Mr. Rothwell to increase the £40,000 worth of stock by 25 per cent. in prices, so as to make up the deficiency. Witness was told also to go somewhere where it should not be seen what he was doing, and it was decided that it was the mill stock which should be increased. That was mainly goods in the course of manufacture. He and a clerk named Vause re-wrote the stock-sheets, and added to the price 25 per cent. The fresh stock-sheets were handed in to the private office. Witness had previously been told by Mr. Rothwell to destroy the original sheets, but he did not. He locked them in his drawer at the office and subsequently took them home, where they were locked up. In December of 1892 he handed the original sheets, which he had re-copied, to Mr. Morris, the printer. The stock-sheets which were not re-written were included in the stock-sheets which had been re-written by him. Some time during the same day Mr. Entwistle brought the sheets back to him. Witness asked if they were all right, and Mr. Entwistle said, "Yes, but I wish you had made it a little more, so as to have enabled us to discount the stock to a larger extent." Witness asked how much more was wanted, and as the result of the conversation he was ordered to add another £4,000 by duplicating some of the sheets. This he did along with Vause, in one of the upper rooms, but in making his calculations he omitted the London and Manchester stocks, which amounted to more than £4,000, the result being that he had increased the stock by £8,000 instead of £4,000, as ordered by Mr. Entwistle. He submitted the sheets to Mr. Entwistle, and told him that he had made a mistake in increasing the prices £8,000 instead of £4,000. Mr. Entwistle said, "Oh, never mind, we will leave it as it is. We can discount the stock all the more." Mr. Rothwell was present when that was said. Next day Mr. Entwistle and he went through the wool-spinning stock of what was called the Botany Wool Company. At the outset he said to Mr. Entwistle, "Is that wrong, too?" and Mr. Entwistle, smiling, said "Yes." The rough stock-sheets were destroyed by a Mr. Herrick, who told him about it. Mr. Entwistle put the figure "1" in front of certain numbers in the rough stock-sheets, thus making, say, 726 into 1,726 and 1,240 into 11,240. Witness, as well as Herrick, pointed out that this alteration was too glaring, and Mr. Entwistle then made alterations such as making 1,000 into 500, and so on, at random. Witness added that his salary was increased by 5s. a week after the stock-taking was completed, the same to date from January 1st. Witness proceeded to explain how he came to leave the company's service in December of 1892. He said, in effect, that he was stopped for certain alleged irregularities, and subsequently arrested at the instigation of Mr. Rothwell. Witness added that the object of Mr. Rothwell was to get rid of him and close his mouth. Mr. Rothwell told him that unless he left Bolton in

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to recommend or supply your Customers inferior goods of any description. A lasting and profitable business can only be built up with the best goods that never disappoint purchasers. A Sewing Machine that is built on honour, if properly cared for, should last a lifetime and be a standing advertisement for the dealer who sells it.

F

VERTICAL FEED SEWING MACHINE.

Proved by the highest standing in the trade for 30 years. The only Sewing Machine that feeds the work while the needle is through the goods, preventing all puckering or gathering, and producing a strong, handsome and elastic seam without basting—an impossibility on any other machine made, our own underfeed not excepted.

THE KIND THAT PAYS.

ADVANCE SILENT RUNNING SEWING MACHINE.

Positively the lightest and quietest shuttle machine ever produced, and possessing the same high standard of excellence in quality of material and workmanship that has always been a feature of our product. It has no superior among underfeed sewing machines, and offers many points of advantage over each.

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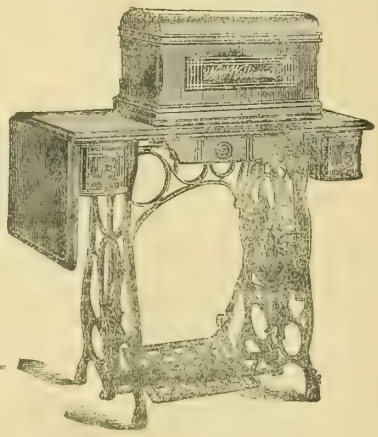
We offer exceptional advantages to responsible dealers who desire to establish the reputation of handling reliable goods and build up a permanently profitable trade.

VERTICAL FEED SEWING MACHINE CO.,
24, ALDERSGATE STREET, LONDON, E.C.
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The "NEW WILLIAMS" SEWING MACHINES.

Always in the Front Rank.
A Medal and Three Diplomas.



HIGHEST AWARD AT THE COLUMBIAN EXHIBITION FOR

Perfection in Principle and Construction!

Adaptability to General Family and Light Manufacturing Use.

Excellence in Design and Finish.

We invite Correspondence from Responsible Dealers desirous of obtaining a strictly First-Class Sewing Machine. All inquiries shall receive prompt attention, and descriptive circulars and printed matter sent to all upon application.

THE WILLIAMS MANUFACTURING COMPANY, LIMITED,
PLATTSBURG, N. Y. MONTREAL, CANADA.
Agent-General for Europe, R. J. JOHNS, 44, FARRINGDON STREET, LONDON, E.C.

forty-eight hours he would have him arrested, and, as a matter of fact, he was arrested one Saturday afternoon. The result of that was that the case was withdrawn by the prosecution at the Sessions, and he (Salkeld) acquitted.—Dr. Pankhurst cross-examined Salkeld. Witness denied that the Recorder on his trial said that in his opinion there had been the grossest irregularity in his (Salkeld's) department through his mismanagement. What the Recorder said was that there had been irregularity. The Recorder did not say that there had been the grossest irregularity, which might involve more serious consequences, nor words to that effect.—By Mr. Russell: He denied having dissipated his wife's fortune, or that he had been in the habit of gambling.—Mr. Sam James Herrick said he entered the service of the company in March, 1890. He spoke to checking the stock in 1891. Mr Rothwell said there had been a loss, and witness replied that he could not account for it. He subsequently saw Salkeld and Entwistle together at the mill. Entwistle made certain alterations in the stock-sheets, which had since been destroyed. In answer to Mr. Russell, Herrick said he did not suggest that Entwistle had anything to gain, and had heard that all his shares in the company were forfeited.—Mr. W. P. Jacques, manager of the spinning department of the company, said that in the stock-taking previously referred to the quantities had been increased by 12½ per cent. Moisture would not produce this increase in the yarn, and he could not account for it. The Court then adjourned, and at the next hearing a number of witnesses were called to show that stock had been misrepresented in the books of the company, and also in the balance-sheets and prospectuses. A number of shareholders spoke to their being induced to invest their money in the concern on the strength of these balance-sheets and prospectuses, and also in some cases on the personal assurance of Mr. Rothwell that the concern was a flourishing one, and had a great future before it. In one case a Bolton dentist had under these circumstances, invested £1,200 in shares, and others had been induced to invest various amounts.—Mr. Lellow and Mr. Johnson, two directors of the company, but who took no part in the management, spoke to being misled by Mr. Rothwell. Mr. Lellow invested £1,000, and Mr. Johnson took up £3,000 worth of shares and advanced £16,000, but for the latter amount he only got debentures for £3,500. Both these gentlemen spoke to taking part in the stocktaking, but said they had no notion that large alterations were made in the value of the stock after the sheets left their possession.—Mr. Sidney R. Maw, the next witness (accountant, Liverpool), spoke to discovering the misrepresentations on examining the books. In one instance the stock was fictitiously advanced in value to the extent of £8,520, and the total falsifications for the year 1891 amounted to £18,304. In some instances the stock had been doubled, in others trebled in quantity and value. If the balance-sheet for 1891, when the company paid a dividend of 10 per cent. had been correct, it would have shown a loss of £4,541. From 1886 to 1894 Rothwell paid in cash to the company £5,930, and during the same period he received out in hard cash £25,354, whilst he was credited with other amounts which made this sum up into a total of £36,000. Rothwell had £6,000 worth of shares, upon which he was not to receive dividend unless 10 per cent. were paid to the shareholders. He received 15 per cent. commission upon that sum, but if the balance-sheet of 1891 had been correct, there would have been no profits from that date onward. In cross-examination, it was sought to show that Rothwell had pledged securities of the value of £51,000 for the benefit of the company, and that the cash he had received had also been disposed of in like manner. After sitting till after ten o'clock at night, the case was adjourned.

The hearing was resumed on Wednesday, June 12th, when considerable interest was again manifested in the case by the public, the Court being filled with spectators. The defendants were, as at the previous hearing, accommodated with seats at the solicitors' table.

The first witness called was Edward Hughes, who, examined by Mr. Sutton, said he was security clerk in the Union Bank of Manchester, where Rothwell had an account. From January to June, 1892, his account was considerably overdrawn. Dr. Pankhurst objected; the bank books ought to be produced. The pass-book produced showed that the account was overdrawn. The bank had as securities shares in the Rothwell Hosiery Company, Limited, and William Rothwell & Co., Limited. There were also deeds on some property—the Albert Works. He produced a copy of the memorandum of these securities. The shares were now not worth anything; the only security was the property. Mr. Sutton: We all know the company is in liquidation. Dr. Pankhurst: That is a very unnecessary and prejudicing remark. Mr. Sutton: My friend seems very dictatorial this morning. Dr. Pankhurst: Not at all; I only wish to keep you regular. Alderman Nicholson: I hope we shall all bear and forbear with each other.—Colonel Winder said the Act which had been produced showed the bank books were evidence, if the entries had been examined with the original entries and found correct. The witness said the entries had not been examined. Some discussion ensued between the counsel on the point, and ultimately Mr. Sutton said he would send for the original bank books. Examination continued: The witness said that during January 1st and June 30th there was a debit balance of over £20,000. Cross-examined by Dr. Pankhurst: A deposit was made of shares of July, 1889. There were now £7 paid on some of the shares deposited. As appeared on the face of the W. Rothwell Company shares deposited the cash paid was £13,360. On the Rothwell Hosiery Company shares there were 110 A shares, with £10 paid, the total being £1,100; 400 B shares, £10 paid, being £4,000; 3,670 shares, £10 paid, total £36,700, deducting over 600 as not available for security. There were also deposited 2,670 ordinary £10 shares, on which £2 was paid, making £5,340. Upon these was not a farther £1 paid?—Not to my knowledge. Assuming these two points, that 480 shares were raised in payment from £5 to £7, and assuming that 2,670 were raised from £2 to £3 paid, would not that give a total of payments of £47,810 in the Hosiery Company, and £13,360 in the Rothwell Company, that was a total of £63,170?—Yes, but I do not admit the assumption. Witness did not think the Albert Works, land, and cottages would be worth £10,000; he was not a valuer, but he had an idea of value. The property was not valued for the bank. Mr. Rothwell's word was taken. The shares, assuming that £63,170 had been paid upon them, and that the property was worth £10,000, the amount of deposit would be £73,170, but he did not think that was their value. Mr. Rothwell was also guarantor for the Rothwell Hosiery Company. Re-examined: If the shares had been worth their face value, they would have had sufficient security, but if the shares were worthless to that extent, they had no security. The overdraft of the Rothwell Hosiery Company, for which Mr. Rothwell was guarantor, was about £60,000.—Mr. Rothwell: Nonsense; he says it was £60,000, and it was not £12,000.

At the request of Mr. Russell, the witness Thomas Hayward, manager of the finishing department, was placed in the box for cross-examination. He said he entered the service of the company in 1891, and assisted at all the stock-takings up to 1894. He admitted that if goods were removed from his department to the London or Glasgow warehouses such goods would not be under his charge. Re-examined: Stock could not be removed from his department except in small quantities without his knowledge. Mr. Sutton said this completed the case.

Dr. Pankhurst then rose to address the Court, remarking that he had only a few words to say.

The Chairman said he was loth to interrupt Dr. Pankhurst, but he thought the proper course would be for Dr. Pankhurst to address the Court after the depositions had been read.

Dr. Pankhurst agreed that this was the proper course, and the Magistrates' Clerk (Colonel Winder), then read the depositions. The reading over of the depositions occupied several hours; and the defendants were separately charged, but had nothing to say in reply.

Dr. Pankhurst then addressed the Bench in defence of Mr. Rothwell, remarking that from the foundation of the company to this hour Mr. Rothwell had never for his benefit received out of the company one penny. He called their attention to the statement of the witness, Mr. Maw, that Mr. Rothwell had drawn in cash from the company £25,000. He referred to that statement for this reason, that the very same witness had shown that more than £25,000 had gone back into the company, and in fact that not a penny was derived from that source, nor from any source had he received a single penny for his own benefit. In the second place, it was suggested that the stock and the value of the assets were inflated from 1891. He asked the attention of the Bench to the fact that from that day to this Mr. Rothwell had never sold a share in the company, but, on the contrary, he had bought shares, and paid in hard cash for these shares over £2,000. In the third place, he wished to say that Mr. Rothwell, in support and in aid of the company, deposited shares and loan money and his private estate for its benefit. The amount which from time to time he had deposited was very large indeed. If they took the deposit at the time it was made, which was the only time when a judgment fair and just of the value of the deposits could be made, they saw that in order to keep the company in credit in finance two banks were made the places of deposit—the Union Bank and Parr's Bank. Mr. Rothwell, the founder of the company, was entirely devoted to its welfare, and deposited with the Union Bank shares to the value of £49,800, which, together with the Albert Works, the land, cottages, and shares in the Machinery Company, aggregated in value to over £73,000. With Parr's Banking Company Mr. Rothwell deposited the deeds of his house and loan money in the Hosiery and Machine Company to the extent of £11,000, making a total sum advanced as security for the company of £84,000. These figures were not exaggerated, but represented the solid value of the securities at the time they were deposited. Here they had Mr. Rothwell coming forward to introduce a new industry, an industry in which his skill and knowledge were of the highest importance and of the most original character. He founded the Rothwell Hosiery Company and financed it down to the last penny. However solid, substantial, and sufficient was the answer which Mr. Rothwell had to the charge, he should reserve the defence of his client until a future occasion.—Mr. Russell, for the defence of Mr. Entwistle, said if his client had been charged alone he, like his friend Dr. Pankhurst, would have reserved his defence, but inasmuch as they were charged together he wished to point out, after four days hearing, how weak was the case. The prosecution had undertaken to establish, first, that there was a case to go before the jury, inasmuch as there had been irregularity in the books of the company, and secondly, that they had been acting in concert; that Mr. Rothwell, who was the founder of the company, had acted in concert with one of his servants. Entwistle was made a director, it was true, but the Bench had heard in what fashion Entwistle was placed. Only two witnesses were called to prove the alleged acting in concert—Mr. Salkeld, whom he would leave entirely in the hands of the Bench, and the witness Morris, who spoke to circumstances in 1894, when Entwistle had left the company. The magistrates were asked to believe that the defendants had been conspiring after Entwistle had left the company. The Bench were asked to believe that the defendants deliberately planned and schemed together. There was no evidence of that fact, and he submitted he had no case to answer. In the case the "Queen *v.* Taylor and Smith," it was shown that in order to establish the charge of conspiracy it must be proved that there must be acting in concert. Let the prosecution charge his client singly, and he had an answer forthcoming. His client was a poor man, and the matter was a very serious one to him. He left the case in the hands of the magistrates.

CAUTION.

Whereas, in an action brought in the High Court of Justice (Chancery Division) by *THE SINGER MANUFACTURING COMPANY* against a firm who offered for sale Sewing Machines not made by *THE SINGER MANUFACTURING COMPANY* as "Improved Singer Machines" and "————'s Improved Singer Machines," Mr. Justice Romer gave judgment in favour of *THE SINGER MANUFACTURING COMPANY* and restrained the defendants from using the trade name "Singer" in any way calculated to deceive.

And whereas *THE SINGER MANUFACTURING COMPANY* have received from numerous dealers who have also wrongfully used their trade name "Singer" apologies and undertakings not to again use the name in a manner calculated to deceive, and have paid damages and costs,

Notice is hereby given that *THE SINGER MANUFACTURING COMPANY* will proceed against all persons using their trade name "Singer" contrary to the said judgment of Mr. Justice Romer or otherwise wrongfully.

GILBERT D. WANSBROUGH,
39, Foster Lane, London, E.C.
Solicitor to *The Singer Manufacturing Company.*

The magistrates retired at 2.20, and after an absence of seven minutes returned into Court, Alderman Nicholson announcing that the defendants were committed to take their trial at the next Assizes.

Mr. Sutton said that the case was one of importance and expense, and he suggested that it was one in which the Public Prosecutor should be approached to take it up. Colonel Winder said the Chief Constable would be bound over to appear.

The witnesses having been bound over, Dr Pankhurst asked for bail. For months they had a knowledge of those proceedings, and Mr. Rothwell had always been anxious to answer those allegations, showing his utmost readiness to meet whatever might be urged against him. Mr. Russell asked for moderate bail on behalf of his client, considering his circumstances.

Alderman Nicholson said the Bench had considered the question, and, considering the gravity of the case, and the amount involved, thought that it would not be too much to put the bail at, in the case of Mr. Rothwell £500, with two sureties of £250 each; and in the case of Mr. Entwistle £300, with two sureties of £150 each.

Mr. Sutton suggested that their Worships should commit the defendants on four of the charges, as the evidence in each of the cases was entirely the same.

Dr. Pankhurst objected to the Bench committing on any charge except the particular one on which evidence had been given, as any such proceeding would be contrary both to practice and principle.—Mr. Russell took similar objection on behalf of Mr. Entwistle.

The Bench again retired to consider this point. On returning, Alderman Nicholson said the defendants were committed on the charges included in the summonses numbered 27 and 29 only. Mr. Sutton's deputy said the prosecution withdrew the other charges.

The summons 27 stated that the defendants unlawfully conspired together to misrepresent the actual state of affairs of the Rothwell Hosiery Company for the year ending December 31st, 1891, namely, that the net profit had been £13,184, and that after paying a dividend of 10 per cent. for the half-year ending December 31st, and after placing £2,000 to the reserve fund, there was a balance of £1,156, whereas the business had been carried on at a loss. Summons 29 charged the defendants with having, on February 12th, 1892, misrepresented to the Liverpool Mortgage Insurance Company, Limited, the actual state of affairs, whereby the sum of £65,000 was advanced to the Rothwell Hosiery Company, the stock, &c., being stated at £103,795 3s. 8d., whereas it was only £85,302. The defendants were then bound over, and the case concluded.

JOTTINGS

Mr. A. J. Fear, ironmonger, 40, Pevensey Road, Eastbourne, has added a domestic machinery department to his business.

The Singer Manufacturing Company have closed their depot in Hanover Street, and removed to 122, Princes Street, Edinburgh.

Mr. J. Redstone, dealer in sewing machines, has removed from Norwich to New Buildings, St. Matthew Street, Ipswich.

Mr. W. J. Frost desires the trade to know that the domestic machinery business which he is carrying on at 12, Blackfriars Road, Great Yarmouth, succeeded to that of Mr. List, of King Street, in the same town.

Mr. George W. Phillips has just returned from a business tour through France, Belgium, and Switzerland, and reports most favourably as to the orders he booked for the "Vertical Feed" and "Advance" sewing machines.

The Gebrüder Nothmann, of Berlin, who are represented in this country by Mr. E. Rausnitz, of 184, Aldersgate Street, E.C., are introducing a new rotary shuttle machine, of which particulars can be obtained on application.

Messrs. Reay & Coxon (both late in the employ of the Singer Manufacturing Company) have commenced business at 11, Market Street, Hetton-le-Hole, R.S.O., for the sale of the New Home sewing machine, also wringers, prams, and musical instruments.

Mr. H. Garland, London representative for Messrs. Wells & Co., the Birmingham perambulator manufacturers, and for Messrs. W. & S. Summerscales' Sons, owing to increasing business, has removed from 18, Hatton Garden to 30, Gray's Inn Road, W.C.

At the recent Belfast Industrial Exhibition the Wheeler & Wilson Manufacturing Company showed a large number of their various sewing machines working by power, the stand being in the charge of Messrs. Ferguson & MacRae, the Belfast agents for the company.

Mr. C. Minor, who for the past eleven years was in the service of Messrs. Wheeler & Gee, Limited, as secretary, has just commenced business on his own account. Messrs. C. Minor & Co. will deal in sewing machines, perambulators, mangles, jewellery, musical instruments, &c., at 216, Castle Road, Cardiff.

Mr. T. Wass, after being ten years with the Singer Manufacturing Company — four at Nottingham as Superintendent, and latterly with the Company at Lincoln—has resigned his position, and started business on his own account at 69, Birkin Avenue, Hyson Green, Nottingham. Here he will deal in furniture, cycles, musical instruments, and all kinds of domestic machinery.

The Vertical Feed Sewing Machine Company, or, to describe them by their American name, the Davis Sewing Machine Company, of Dayton, Ohio, have taken the lead set them by most of the European sewing machine companies, and just started to manufacture cycles. We have before us their first trade circular, which states that they only intend to make the highest grade bicycles, ranging in weight from 18 to 25 lb.

Mr. Thomas Nolan, for twenty years managing partner in the well-known Manchester firm of Messrs. John Gough & Co., has purchased the business lately carried on by Messrs. Clarkson & Potter, in Great Eastern Street, E.C. Under the style of Thomas Nolan & Co., the firm will manufacture overmantels and mirrors, also act as sole agents for Messrs. John Gough & Co., for London and the south of England, for furniture, perambulators, cycles, trunks, &c.

We have had sent to us a cutting from the *Weekly Press*, of Christchurch, New Zealand, referring to a sewing machine called the "Victory," which has recently been imported into the Australian colonies by Hallenstein Bros., of the New Zealand Clothing Factory. The *Weekly Press* adds, "Messrs. Hallenstein Bros. have fixed the prices of the various designs extremely reasonable, viz.: Hand machines, £5 10s.; treadle, £8 10s.; combined hand and treadle, £9 10s.; treadle, with extension table and four drawers, £10 10s. Although the first shipment comprises 100 machines, it is safe to predict a rapid sale will be effected, and the 'Victory' an established favourite with colonists."

OBSTRUCTING THE FOOTPATH WITH PRAMS.

During the past month there have been the following cases of obstruction, which should act as a warning to our readers:—

Mr. R. F. Hickman, bicycle and perambulator dealer, of 29, High Street, Kingston, was summoned at the Kingston Police Court, for allowing an obstruction of four bicycles and a perambulator to remain on the foothpath for a period of two hours, on May 13th.—The defendant said he was away at the time the offence was committed, and although he knew the machines had no business to be on the pavement he did not think any obstruction had been caused.—As two previous convictions for a similar offence were recorded against defendant, he was fined 20s. and 2s. costs.

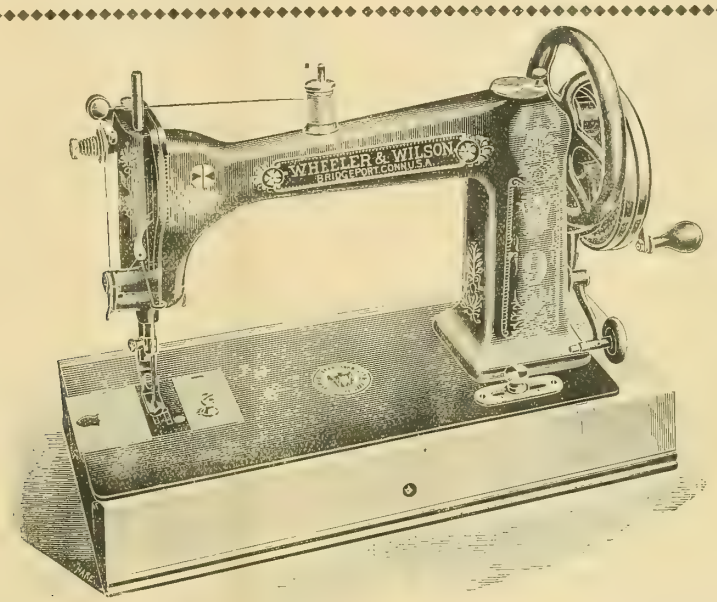
At the Halifax Police Court, on June 14th, Mr. Samuel Vincent Shaw, of Commercial Street, Halifax, was summoned for obstructing the footway on June 6th.—Police-constable Hartley stated that on the day in question there were about a dozen perambulators standing near the defendant's shop for quite an hour and a half.—The defendant: Do you know a perambulator when you see one?—Witness: Yes. A four-wheeled one. (Laughter.)—The defendant said they were mail-carts, consequently the summons was amended, and he was fined 10s. and 5s. 6d. costs.

WANTED, INFORMATION *re* any sewing machine (past or present) with toothed feed, ring driven, with pinion on same shaft, a rachet wheel actuated by lever and pawl. Will any *employe* of Old Howe Company communicate with "Ratchet," care of the *Sewing Machine Gazette*, 28, Paternoster Road, London, E.C.

A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

Lists in Preparation. **Enquiries Invited.**

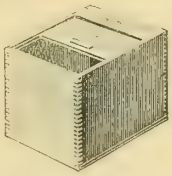


THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin in Position.

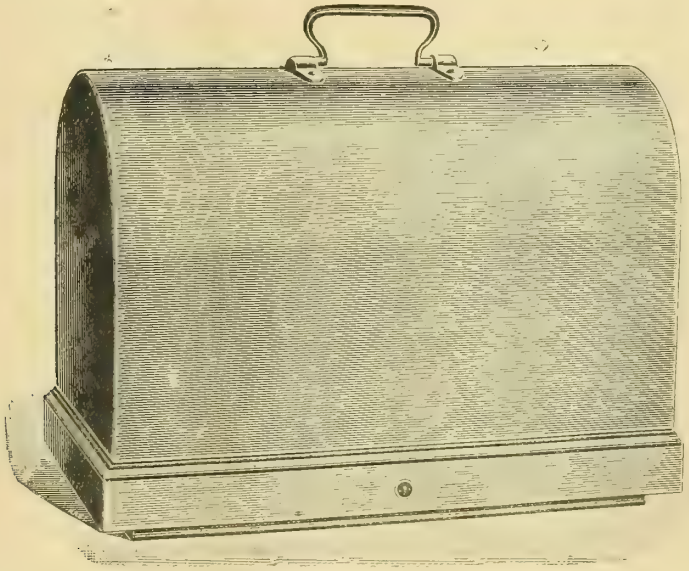
THE IMPROVED SILENT ROTARY HOOK.



REVOLVING SHUTTER BOX.
For Accessories and Attachments.



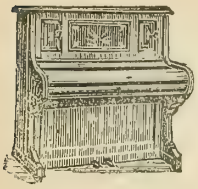
Showing Bobbin Out



The Cover for above Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 *to* 11, *PAUL STREET, FINSBURY, LONDON, E.C.*



Section

THE INTERNATIONAL MUSIC TRADES EXHIBITION.

This Exhibition opened on the 13th ult., and was continued till the 24th, in the Royal Agricultural Hall, and was supported by a large number of manufacturers. The stands, &c., occupied almost the whole of the ground floor.

We do not purpose giving a complete report of the exhibits, as they were too numerous for this purpose, but we follow on with a few details of a number of the many stands :—

Messrs. J. Brinsmead and Sons, of 18, Wigmore Street, showed a model built with their latest improvements, comprising the adjustable sounding board, check repeater, and their specially useful screw tuning pins.

Messrs. Lipp and Son, whose instruments are valued abroad, exhibited high-class pianos, noticeable among which was a pretty upright grand, possessing a tone of beautiful quality, and having the firm's touch-regulator fitted—an ingenious contrivance recently invented by them.

Messrs. L. Blankenstein and Co., 135, Finsbury Pavement, E.C., had a very representative selection of instruments, among which were many pianos of first-class construction, very solidly built, and saleable at a low figure. In addition the Miller American Organ Company, whom Messrs. Blankenstein represent, had a good show on this stand, among which we observed a very compact instrument in solid walnut, with one or two rows of reeds—an organ which should command a ready sale at the low figure quoted. The sole representation of Carl Mand's pianos is also with this firm, and a good show was given of these well-known instruments.

Messrs. S. and P. Erard, of Great Marlborough Street, were well to the fore, some elegant and artistic pianos being exhibited. Among the various styles we noticed the "Sheraton," "Chippendale," "Louis Quinze," and others of tasteful and costly design. Noticeable also was a well-finished cottage, one of their latest models, and their new patent resonator was also shown.

Messrs. Brindley and Foster exhibited their large organs, a two-manual built on a new model being an attractive feature.

Messrs. E. Ascherberg and Co. had as a special exhibit an electrical piano, which received much observation. They also had on their stand an elegant looking saloon grand and several cottage grands.

Messrs. E. Hirsch and Co., who are the London representatives of Messrs. Schiedmayer & Sons, Stuttgart, exhibited several of the high-class instruments of this old-established firm, among which we specially noted a drawing-room cottage having a particularly fine tone.

Messrs. Geo. Rogers and Sons had a good assortment of their reliable pianos on show. A class "A" instrument, a horizontal grand, 6 ft. 8 in. long, in a handsome case, looked cheap at 40 guineas, whilst their cottage pianos appeared also to be of excellent value. A specially constructed piano, the "Vocalist," only 3 ft. 7 in. high, so built that a vocalist could play his or her own accompaniment and be in sight of the audience, received a goodly share of attention.

Messrs. J. G. Murdoch and Co., Limited, showed a variety of organs, noticeable among which were those of the Lyon & Healy and Carpenter Companies. This latter company exhibited instruments for both the household and church, seven in all, whilst the Lyon & Healy Co. had on show the Peloubet church organ, a powerfully constructed and splendid specimen of workmanship with two manuals and pedals. The price is 250 guineas.

Messrs. B. Squire and Sons, 38, Stanhope Street, Euston Road, had a large show of their models, the instruments being from their ordinary stock. The stand was large and well placed, and contained a selection of about a dozen capital pianos of various designs.

The Bell Organ Company were well in evidence, and the workmanship, style, finish, and excellence of their exhibits was quite up to their usual high standard. The ingenious "Scribner's Qualifying Tubes," fitted to some of their instruments, gave gratifying results.

The Bord Pianos were exhibited on the stall of Messrs. C. Styles & Co., and there was a happy selection of the various models of the well-known maker, including an upright grand and a bijou overstrung instrument, both of which were cheap and handsome.

Messrs. Story and Clark had on their capacious stand many of their well-known organs, the "Pedal Practice Organ," and a nine-set organ with the addition of a set of Roman pipes, two feet, and also the 8-feet "La Perfection"—an imitation harp—being specially noticeable. Two Story & Clark and two Wagner pianos were also shown.

The Smith American Organ Company had a show of their instruments, at all prices, all of good workmanship, and all high quality.

Messrs. J. Spencer and Co., Regent's Park, exhibited their well-known "Spencer" Pianofortes, their class 2B being well made and reliable at 30 guineas, and the 100-guinea Boudoir piano being full and rich in tone, and of very tasteful finish.

The Schreiber Piano and Organ Company, among their large selection of instruments, had some in which were fitted the "Schreiber Resonator," an improvement to develop and perfect the tone of pianofortes. The Piano "Model N," a moderate priced instrument, at 40 guineas, was a pretty instrument, and looked thoroughly reliable.

Messrs. J. Strohmenger and Sons, Goswell Road, exhibited among other instruments their style 3 upright grand, with complete iron frame, overstrung, full trichord, and under-damper action. This was in a handsome burr walnut case, and stood 4 ft. 3 in. high. They also had on show two grands, of the "Mignon" pattern, by Gebruder Knake, of Munster, Westphalia.

The Hope Jones Electrical Organ Company, Limited, had as a special attraction the model of a three-manual key-board of an instrument recently built for a suburban church by the firm.

Messrs. Beale and Thynne exhibited specimens of their patent Tracker pneumatic, with tracker, tubular pneumatic, and electric pneumatic actions in use by the firm.

The Bridgeport Organ Company exhibited five instruments, among them the "President" organ, a £65 instrument, which appeared to be well worth the money. The Mittag pianos were also shown here, and among them the "Perfect Transposing Pianos," the main point claimed being their simplicity and facility of working.

Mr. W. Squire, 48, Bayham Street, Camden Town, exhibited five instruments, characterised by good work and attention to details.

Messrs. Malcolm and Co., 116, Bayham Street, N.W., made a good show with their organs, of which eleven different types were exhibited.

The Kimball Organ Company, agent Mr. R. M. Maples, Cripplegate Buildings, Wood Street, exhibited several organs, the most important being a two-manual portable pipe organ ; a few pianos of specially fine finish were also shown.

Messrs. W. Sames, Limited, exhibited several pianos and organs, among the latter being their "Vesper," "Premier," and "College" types.

Messrs. W. R. Yates and Sons showed three classes of instruments, pianos with handsome fittings and of solid appearance.

The Anglo-American Piano Company.—Mr. Brasted had five pianos on show, fitted with Brasted's patent check simplex action.

Messrs. J. Rentoul and Son, Patshull Road, exhibited several new models, and for three claimed special advantages on the score of their new design and fine nesso tone.

Mr. E. Whitfield, Birmingham, exhibited sixteen iron frames for pianos.

Messrs. Laurivat and Co., Berners Street.—This well-known Berlin firm showed their latest achievements in pianos, the "Emperor" models, of pretty design, excellent finish, and full value for money.

Messrs. J. Strong and Sons exhibited excellent

specimens of pianos specially adapted for hot climates, in the manufacture of which class of piano they have been particularly successful.

Brass instruments were shown at the stands of Messrs. Boosey & Co. and Besson & Co.; reeds by Messrs. Rudal, Carte, & Co.; and violins by G. Withers & Co.

Failures and Arrangements.

THOMAS HARGREAVES, sewing machine agent, &c., Market Hall, and 29, Robert Street, Burnley.

A deed of arrangement, dated May 16th, was filed on May 22nd, providing for a composition of 15s. in the pound, payable 12s. 6d. on June 1st, and 2s. 6d. on September 1st next, secured by a surety. Unsecured liabilities, £209 11s. 6d.; estimated net assets, £63 17s. 3d. The following are the principal creditors :—

	£	s.	d.
Nothmann Gebr. London	11	0	0
Vertical Feed Sewing Machine Company	121	0	0
Sellers, W., & Sons, Keighley	18	0	0
Summerscales, W., & Sons, Limited	18	0	0

JOHN FALAHEE, musical instrument and domestic machinery dealer, 22, West Green Road, South Tottenham, N.

A deed of arrangement, dated June 8th, was filed herein on the 14th ult. Unsecured liabilities, £1,652 18s. 3d.; estimated net assets, £358 16s. 7d.; secured creditors, £178 6s. Among the creditors we notice the following :—

	£	s.	d.
American Wringer Company	19	0	0
Nothmann Gebr.	12	0	0
White Sewing Machine Company	93	0	0
Entwistle & Kenyon, Accrington	26	0	0
Wells, G. H. & Co., Birmingham	16	0	0
Cherry Tree Machine Company, Limited, Cherry Tree	34	0	0
Summerscales, W., & Sons, Limited, Keighley ...	36	0	0
Bradbury & Co., Limited, Oldham...	10	0	0
North London Engineering Company, Limited, Waltham Cross	30	0	0

CHARLES W. JOHNS, ironmonger, dealer in perambulators, &c., 231-233, Upper Street, Islington, N.

A deed of arrangement has been executed in the above, dated June 20th, filed June 21st. Unsecured liabilities, £5,926 4s. 6d.; estimated net assets, £4,845 19s. 1d.; secured creditors, £1,329 14s. Among the creditors are Mr. T. Hardstaff, Nottingham, £28, and the Star Manufacturing Company, London, £45.

GROVER & WOOD (J. W. Grover & J. Wood, trading as), sewing machine stand and harmonium manufacturers, 62, Glengall Road, Old Kent Road, S.E.

In this case there was made on the 23rd, and filed on the 28th ult., a deed of assignment with a view to the payment of a composition of 7s. 6d. in the pound. The joint liabilities are £825 7s. 11d., and the assets £75 16s. 6d. Mr. A. R. Rule, Hoxton, is appointed trustee. The separate estate of Mr. James Wood shows secured liabilities £300, and net assets £270.

MARK H. ANDREWS, sewing machine agent, late Farmer, Tattershall, & Thorpe.

The above has been adjudicated bankrupt, with liabilities £300 15s., and assets £13 10s.

COMBINATION LOCK AND CHAIN STITCH SEWING MACHINE AND ATTACHMENT SYNDICATE, LIMITED.

On June 11th, a petition for the winding up of the above company was presented by Messrs. W. G. Brighten and A. W. Lemon, of 108, Fenchurch Street, E.C. The petition is down for hearing at the Royal Courts of Justice, Strand, to-day (July 1st).

RUFUS BERRY, wringing machine maker, Keighley.

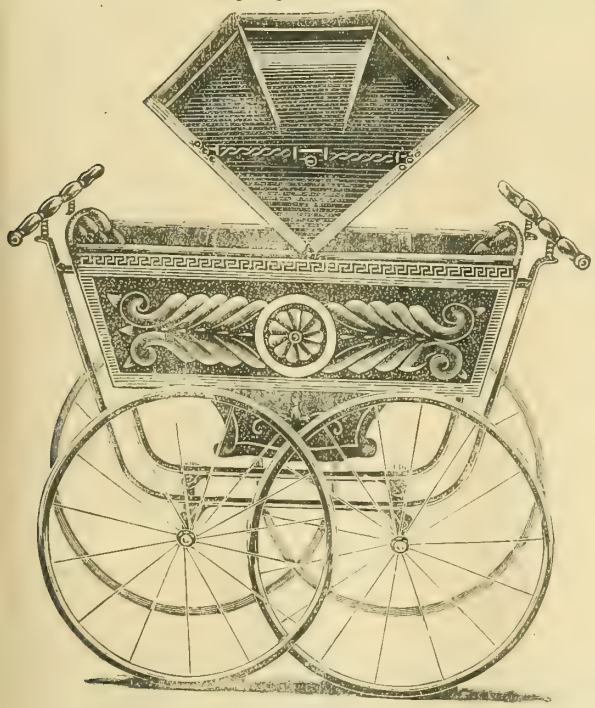
The report and observations of the Official Receiver under this failure are to the following effect. Eleven years ago, the debtor and a Mr. David Butterfield commenced business in partnership under the style of "Berry & Butterfield" as wringing machine makers, at Keighley. They had £580 capital, of which £300 was borrowed money. The partnership was dissolved in September, 1891, Mr. Butterfield retiring with £450 as the value of his share of the assets. The debtor has since continued the business on his own account, but without success. Competition has been keen, and prices have twice been reduced, the total reduction being 4s. 6d. per machine. Besides this he has also lost £500 in bad debts. About a month ago, being unable to meet his payments as they became due, he called his creditors together. A composition of 11s. in the pound was offered, but it was not unanimously accepted, and an execution being levied on his effects, he filed his petition in bankruptcy. His books of accounts comprise cash book, day book, invoice book, delivery book and ledger. —The statement of affairs filed by the debtor shows liabilities amounting to £1,470 2s. 1d., and the assets, after deducting the claims of preferential creditors payable in full, are returned at £893 0s. 7d. Mr William Roberts, sen., accountant, Keighley, has been appointed trustee. Messrs. Varley & Wolfenden, Keighley, are creditors for £19 8s.

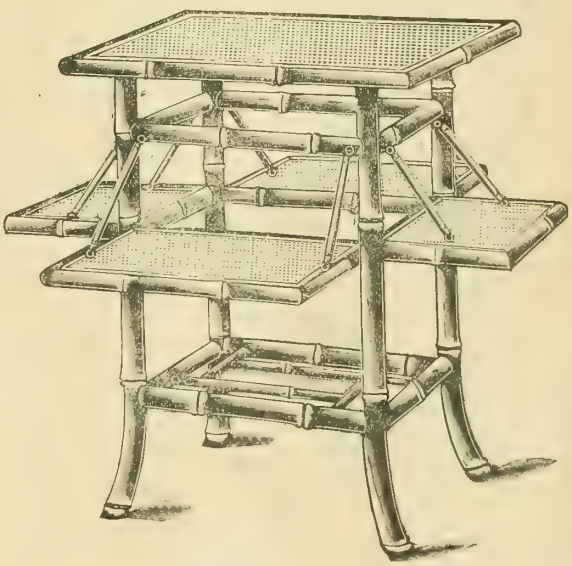
JOSEPH J. THOMASON, ironmonger, Silver Street, Worcester.

A deed of arrangement, dated June 15th, and filed June 18th, herein provides for the payment of a composition of 12s. 6d. in the pound by 3s. 6d. on September 17th, and the balance by three instalments of 3s. each on December 17th, 1895, March 17th, and June 17th, 1896, respectively, the payments to be secured by an assignment. Certain creditors have agreed to postpone their claims. Unsecured liabilities, £5,339 5s. 3d. Estimated net assets, £3,706 17s. 2d. Among the creditors are the Bissell Carpet Sweeper Company, London, £12; and the Wheeler & Wilson Manufacturing Company, London, £25.

T. LUCKETT,

Patentee and Manufacturer of Bassinettes, Mail Carts, Invalid Carriages, Rocking Horses, Toy Cycles, Safety Horses, Bamboo and Wicker Furniture, &c.





PRICE LISTS FREE ON APPLICATION.

CITY STEAM WORKS, MARK LANE, PERSHORE ST.,

BIRMINGHAM.

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

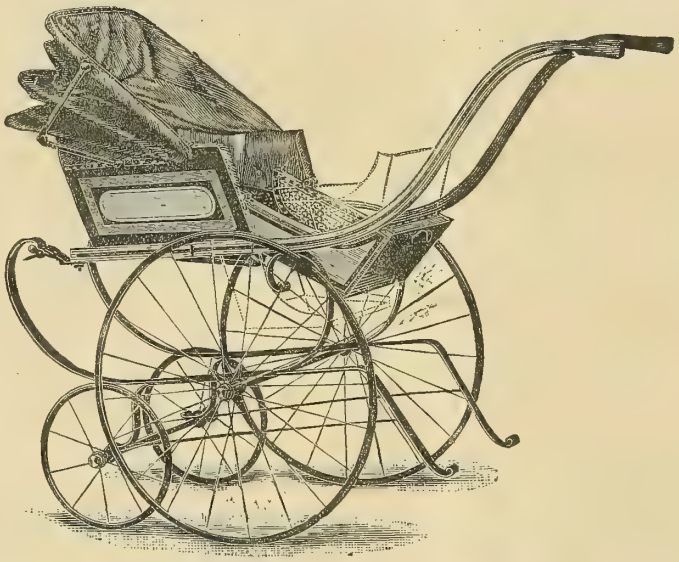
THE BELL ORGAN & PIANO COMPANY, LTD.,
49, HOLBORN VIADUCT, LONDON, E.C.

HARROP'S
DOUBLE RALEIGH CAR.

Provisional Patent No. 11,203.

The Most Improved Combination in the Market.

BABY CARRIAGE AND MAIL CART COMBINED.



Convertible to 3 Positions.

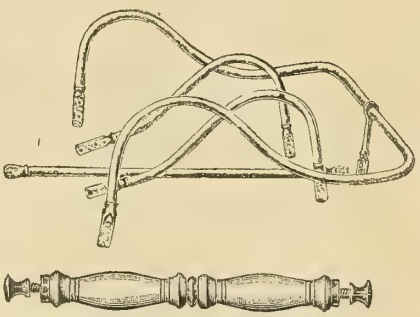
The demand for this Combination far exceeds any previous Sale.

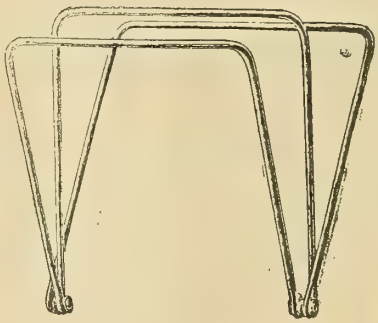
All Dealers should handle this.

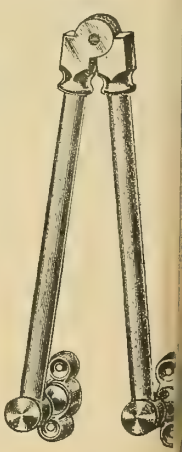
Lists sent on Application.

55, TIB STREET (off OLDHAM STREET),
MANCHESTER.





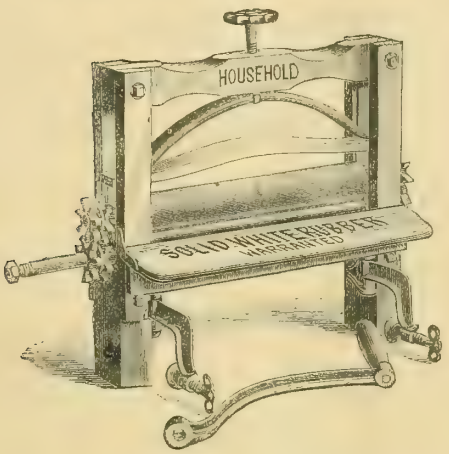




W. FOSTER & CO.,
46, BARR STREET, BIRMINGHAM.
The Largest Makers in the World of Perambulator Fittings.

THE

"HOUSEHOLD" CLOTHES WRINGER.



SPECIAL FEATURES.

The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be suppliedtoany but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

This Machine is now fitted with BRASS BEARINGS without extra charge.

QUALITY AND FINISH UNEQUALLED.

A few SOLE AGENTS required in Districts where not represented. Full particulars on application.

AMERICAN WRINGER CO.,

122, Southwark Street, LONDON, S.E.

PRAM TYRES.

We have a large Stock of TYRES ready for delivery, in $\frac{1}{2}$ in., $\frac{9}{16}$ in., and $\frac{5}{8}$ in. for Wheels 12 in. to 26 in. Price 10d. lb. 28 lb. lots at 9d.

Send size of wheels when ordering.

TYRE CEMENT, Extra Quality, 9d. lb.

OIL.

4 oz. Bottles		24s. 0d. per gross
$2\frac{1}{2}$ oz. ,,	...	18s. 0d. ,,
$1\frac{1}{2}$ oz. ,,	...	10s. 6d. ,,

NOTICE THESE CHEAP LINES OF

WRINGERS.

"STAR," Iron Frame, 10 in., 8s. 6d.; 11 in., 10s.; 12 in., 11s. 6d.

Champion, Iron Frame, 12 in., 11s. 6d.; 14 in., 14s.; 16 in., 16s.

Royal, Wood Frame, 10 in., 9s. 6d.; 12 in., 12s. 6d.

London Agents for TAYLOR & WILSON'S Celebrated MANGLES.

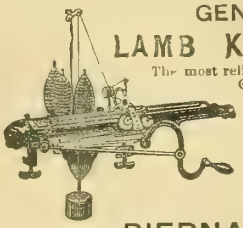
THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.

GENUINE AMERICAN

LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.



SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

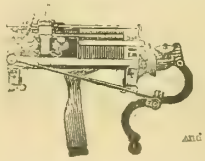
For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,
44, MANSFIELD ROAD, NOTTINGHAM.

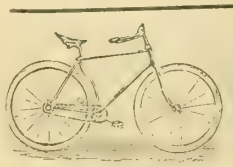
NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stocking rib, ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post.



TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 45, Upper Brook St., Manchester.



Section

At their Wolverhampton works, the Humber Company are averaging 300 machines per week, and their average for May was not less than 1,200.

* * *

A novelty from the south-western district is the cycle cab of Messrs. Linley & Biggs, Clapham. It has room for one fare, and is worked by one rider, who sits behind, *a la* hansom cab. The interior of the vehicle is well upholstered.

* * *

Most of our readers are acquainted with the sewing machines made by Hergstenberg, of Bielefeld. Latterly the firm, like most of the Continental sewing machine mannfacturers, added a cycle department, and they are now about to turn their business into a company.

* * *

The *Cyclist* says that with a low gear it is possible to pedal faster down hill with one foot at work and the other on the rest than by pedalling with both feet. Those who feel doubtful as to

this can easily try for themselves, and we offer the idea to road-skimmers gratis.

Last month we announced that the Triumph Cycle Company were turning over their business to a new company. Our readers will be pleased to hear that the applications for shares were eminently satisfactory. Mr. George Sanger, of the White Sewing Machine Company, continues to act as chairman.

The *Cyclist* has taken up the question of fitting liners to joints of cycle frames. A writer in an American contemporary states that it is a mere "talking point" for the salesman, but the *Cyclist* differs, and invites the opinions of English makers on the subject. We shall look for some interesting letters.

The Oxford Cycle Company are not unknown to my readers as large dealers in cycles, sewing machines, and perambulators. Last month they supplied to the local University an "Osmond" safety, which weighed only 18 lb. 14 oz. "all on." Surely this is far too light for a roadster; but a customer's whims must, of course, be considered.

The *Engineer* last month contained a letter describing a new gearing for cycles, in which the pedals are attached to secondary cranks which rotate in bearings at the ends of the cranks proper, which bearings also form the centres on which planet-wheels work. These planet-wheels revolve round a large sun-wheel on the axle frame, and a long forward and short backward throw is the result. The inventor talks of easily driving a 96 in. gear, but admits he has not tried it on a machine.

Mr. J. Warrick's cycle works at Reading—the home of the "Monarch" carrier tricycle—were recently destroyed by fire, and the whole stock burned. We are very sorry to have to record the foregoing—the more so as Mr. Warrick gave substantial assistance in the great Hire System Test Case, and was generous enough to volunteer further assistance if required. Mr. Warrick has built up a large business by dint of hard and conscientious work, and we sincerely hope that he will not permanently suffer through his disastrous fire.

A tricycle has been brought out in Paris as a novel advertising agent. It prints any set word or design in bold characters on the street flags or pavement. A skilful rider mounts the machine, and in an incredibly short space of time "advertises" the city from one end to the other. The back wheels of the tricycle have wide rims, which are shod with a rubber tyre that carries in relief the advertisement to be made known. Above the wheels are placed two ink rollers, which are fed automatically with ink through tubes running to a reservoir on the top of the machine. The movement of the pedals actuates a small blower which sends air into a tube placed in front of each of the motive wheels. By this contrivance any dirt or dust which might impair the legibility of the imprint is blown to one side, and a clean surface is secured. A special arrangement enables the design on either wheel to be printed in different colours.

If all pawnbrokers would only take the same pains as Messrs. James Sprunt & Sons, of Old Kent Road, S.E., to prevent the taking in of hired cycles, there would be far less illegal pledging. They make it a practice to set down in a special book all information concerning stolen machines which comes under their notice, whilst they take no machines in pledge unless the customer can produce the makers, or at least a receipt from an agent or factor of repute, and, although the rule has occasionally been the means of depriving them of honest legitimate business, owing to the carelessness of cyclists in obtaining receipts when purchasing machines, it has proved an effectual safeguard against the ordinary cycle thief, as they have not had a stolen machine pledged with them for over seven years. Messrs. Sprunt are inclined to believe that there must be some receiver of stolen cycles amongst some of the back-street (so-called) makers, otherwise they cannot understand where they all find their way, for it is very evident that the thieves do not take them to ride themselves.

Messrs. Isaiah Lees & Sons, of Bridge End Rubber Works, Dunkinfield, near Manchester, have sent us the following letter:—"We beg to inform you that we have been appointed sole manufacturers and vendors of the 'Davies' chain band for cycles, which has been provisionally patented (No. 7,953) by Mr. Charles Davies, of Oldham, which is most effective in protecting the chain from dust and mud. It is well known that most cyclists will not go to the expense of having gear cases fitted to their machines, and some riders object to gear cases owing to the trouble of detaching them and their great liability to get out of order. To these we offer the chain guard as a cheap, and at the same time thoroughly efficient substitute for the gear case. It is much simpler in every respect than a gear case, there is little or no liability for it to get out of order, it covers three sides of the chain and retains the lubricant used (vaseline recommended). It can be detached in an instant, and is so small that it can be put in the tool bag. Its weight is about 3 oz. Another very good and important feature is that it guides and keeps the chain in perfect track, prevents all shake and rattle, making it impossible for it to mount the cogs of the chain wheels (which is the chief cause of chains snapping), and at the same time ensures the perfect rotation of each link as they come upon the wheels causing it to run very smooth and quiet. It is an endless, flexible band of trough section, made of a specially prepared rubber material, so that it is altogether unaffected oil orby grease. Any novice can readily attach or detach it in a few seconds. It fits on the outer face and two sides of the chain, and rotates with it, absolutely without friction and without in any way lessening the speed of the machine; in fact, some riders go so far as to say that it assists the speed of the machine, which may be so on account of chain being kept in perfect position."

NEW COMPANY.

LONDON SEWING MACHINE SYNDICATE, LIMITED (44,346).

This company was registered on June 15th, with a capital of £9,000, in £1 shares, to acquire, develop, and turn to account letters patent in respect of sewing, button-holing, and embroidering machines. The subscribers are:—

	Shares.
J. E. Accles, Halford House, Perry Barr, Birmingham, engineer	1
S. A. Cobbett, 52, Elgin Crescent, W., accountant	1
J. Davies, Carmarthen, slate quarry proprietor	1
T. J. W. Flint, 52, London Road, Canterbury, brewer ...	1
A. Drury, 1, Spencer Road, Acton, accountant...	1
W. V. Dunn, 28, Sydner Road, Stoke Newington, clerk ...	1
C. G. Day, 14, Park Place, Regent's Park, gentleman. ...	1

Registered without arts of association by Petch & Smurthwaite, 43, Bedford Row, W.C.

The above is a continuation of the business at one time known as the "Patent Buttonhole Machine Company," and latterly as the "London Sewing Machine Company," with offices at 4, Newgate Street, E.C. Their new address is 29, Falcon Square, E.C.

THE CANADIAN SEWING MACHINE INDUSTRY.

The sewing machine industry of Canada is steadily declining. Once many thousands of sewing machines were manufactured in Canada and exported to all parts of the world; but that was away back in the sixties and seventies. Last year only 755 sewing machines, valued at 17,504 dols., were exported, against 902, valued at 21,533 dols., sent out in 1893.—*London, Ont., Advertiser.*

COUNTY COURT JUDGMENTS were registered on May 7th against Hy. Jones, sewing machine dealer, 48, Wyle Cop, Shrewsbury, for £21 1s. 4d., and against Hy. Jones & Co. (same address) for £32 7s. 5d., and on May 22nd against Matthew McKenna, sewing machine agent, Gordon Street, Workington, for £15 4s. 6d.

Mr. Charles Johnson has taken over the domestic machinery business formerly carried on by Brown & Co., at 513, Fulham Road, S.W.

At the Royal Botanic Gardens, Regent's Park, last month, before the Prince and Princess of Wales, there was a parade of children in mail carts, the latter being beautifully decorated with flowers.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street Finsbury, London, E.C.

Applications for Letters Patent.

9,415. J. Gutmann, for improvements in button-hole sewing machines.

9,475. J. Potterton, J. Partridge, A. D. Partridge, and J. Allen, for improvements in, or relating to, rotary knitting machines.

9,617. E. Hottenroth (*nee* Cloeté Brown), for a novel kind of embroidery work.

9,650. J. Morrison, for improvements in sewing machines.

10,020. J. Copland, for a pin-tray attachment applicable to sewing machines and the like.

10,050. A. T. Timewell, for improvements in sack filling and sewing machines.

10,081. W. Haddock, for an improvement in, or in connection with, sewing machines.

10,150. F. Saurer's Sohne, for improvements in, or in connection with, embroidery machines.

10,231. G. H. Scetrini and H. K. Bridger, for improvements in, and connected with, boot and shoe sole-sewing machines.

10,403. W. Bowden, for improvements in multiple tuck-sewing machines.

10,550. W. P. Thompson, a communication from E. Würe, and A. Novotny, of Austria, for improvements in sewing machines.

10,740. E. Edwards, a communication from B. Neubauer, of Germany, for improvements in embroidering machines.
10,920. F. C. W. Janes and W. W. Janes, for improvements in, or relating to, sewing machines.
11,034. J. Y. Johnson, a communication from H. Springmann, of Germany, for improvements in, or connected with, rotary loopers and underthread carriers for sewing machines.
11,122. R. Neilson, for improvements in, and connected with, sewing machines.
11,259. A. Helwig and J. R. Brough, for improvements in darning machines.
11,273. G. A. Nikolajczuk (nee Jwanska,) for improvements in sewing machines.
11,393. A. G. Brookes, a communication from S. H. Wheeler, of United States. Improvements in trimmer mechanism for sewing machinery.
11,398. C. E. Bentley. Seam for sewed fabrics.

ABSTRACTS OF SPECIFICATIONS PUBLISHED.

(Price 8d. Postage 1d. cach extra.)

2,985. *Combined Sewing and Knitting Machines.* F. Rosati and C. R. Petrini, of Milan and Chieti, Italy. Dated July 11th, 1893.

Relates to a lock-stitch shuttle sewing machine, to be worked at pleasure, to produce knitted goods of plain or fancy design, while using the same arrangements for the knitting apparatus as are required for sewing. The driving axle is therefore to remain the same for knitting as for sewing, and the different effect of work of the machine is to be obtained only by disengaging some one or more of the parts.

8,396. *Sewing Machines.* H. Sargent, of Old Ford, London. Dated April 27th, 1894.

The object is to provide means whereby a lock-stitch sewing machine may be rendered capable of producing a lock-stitch, a chain-stitch, or a locked-chain-stitch at will without adding to, taking away, or changing any of the parts.

11,257. *Tuck Sewing Machines.* W. Bowden, of anchester. Dated June 11th, 1894.

The object is to enable two or more tucks to be sewn simultaneously and quickly, to ensure a more perfect joining of the beginning and end of the sewing in circular tucks, to enable tucks of different widths and distances apart to be sewn on the same machine, and to facilitate the feeding and guiding of the fabric in which the tucks are to be formed.

11,876. *Button-hole Sewing Machines.* Hope Street Factory, Ltd., and J. G. Laird, of Belfast. Dated June 19th, 1894.

The improvements are specially applicable in connection with the lock-stitch motion, and have for object to simplify the construction and to improve the work so as to produce a good button-hole with straight cross-over bar at each end by automatic means.

14,348. *Sewing Machines.* A. Anderson, a communication from The Singer Manufacturing Company, of New York, U.S.A. Dated July 26th, 1894.

Relates to that class of lock-stitch sewing machine in which the lower or locking thread is supplied from a bobbin sustained by a bobbin case or holder which is in turn supported in the cavity of a rotating or oscillating hook. To prevent the bobbin case rotating with the hook, there is placed within the bobbin case proper and between it and the hook a supplemental bobbin case of cylindrical form, loosely fitted within the hook and furnished with a central pin or support engaging a central sleeve on the bobbin case proper.

UNITED STATES PATENTS.

Issued and Dated May 14th, 1895.

539,336. J. W. Betz, Brooklyn, N.Y. Felling attachment for sewing machines.

Issued and Dated May 21st, 1895.

539,481. J. E. Jackson, Lynn, Mass. Sewing machine for lasting boots or shoes.
539,558. G. F. Sumner, Canton, Mass. Knitting machine for making fabric for mattresses, etc.
539,614. S. A. Evans, Cassville, Mo. Quilting attachment for sewing machines.
539,649. R. W. Scott, Philadelphia, Pa. Knitting machine.

Issued and Dated May 28th, 1895.

539,791. J. C. Brewin, Philadelphia, Pa. Thread supplying device for knitting machines.
539,819. F. A. Nye, Philadelphia, Pa. Knitting machine.
539,837. A. Townsend, Philadelphia, Pa. Knitting machine.
539,908. J. H. Trowbridge, Newark, N.J. Pull off for sewing machines.
539,914. J. Gutmann, Berlin, Germany. Sewing machine.
539,929. L. Abeles, Rutherford, N.J. Thread guide for embroidering machines.
540,151. B. M. Denney, Camden, N.J. Circular knitting machine.
540,209. C. C. Emmons, Pittsburg, Pa. Sewing and planting machine.

Issued and Dated June 4th, 1895.

540,266. J. M. Merrow, Merrow, Conn. Sewing machine.
540,301. E. Drake, Stoughton, Mass. Button-hole sewing machine.
540,302. E. Drake, Stoughton, Mass. Button-hole sewing machine.
540,391. W. R. Johns, Rockford, Ill. Knitting machine.
540,395. M. Levy and J.H. Lindow, San Francisco, Cal. Sewing machine needle and process of marking same.
540,400. G. Mckay, Newport, R.I. Sewing machine.
540,462. M. Schoenfeld, Rorschach, Switzerland. Stitch adjusting mechanism for embroidering machines.

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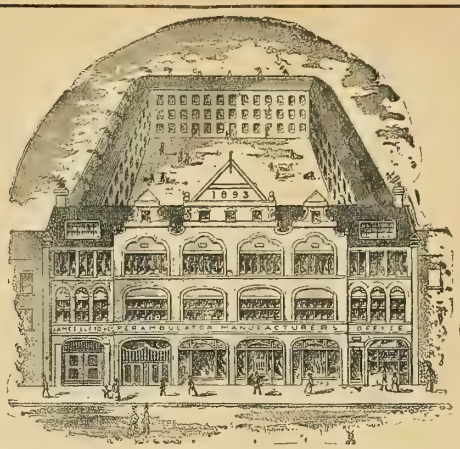
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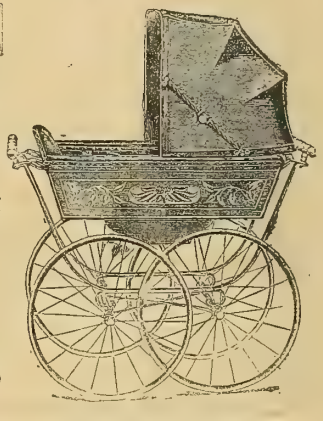
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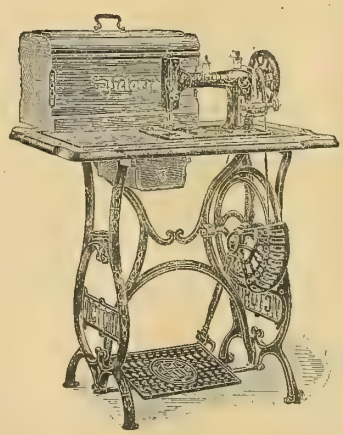
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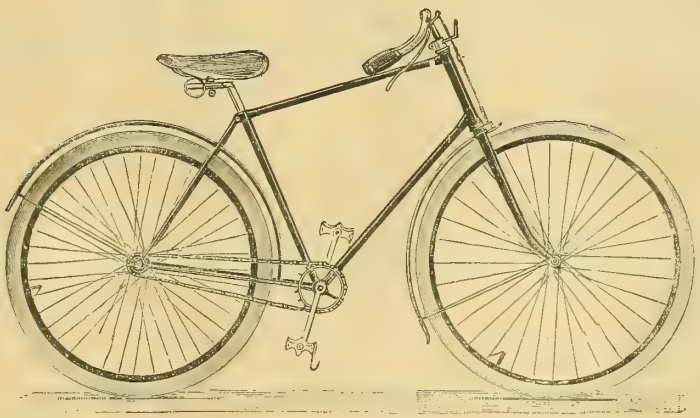
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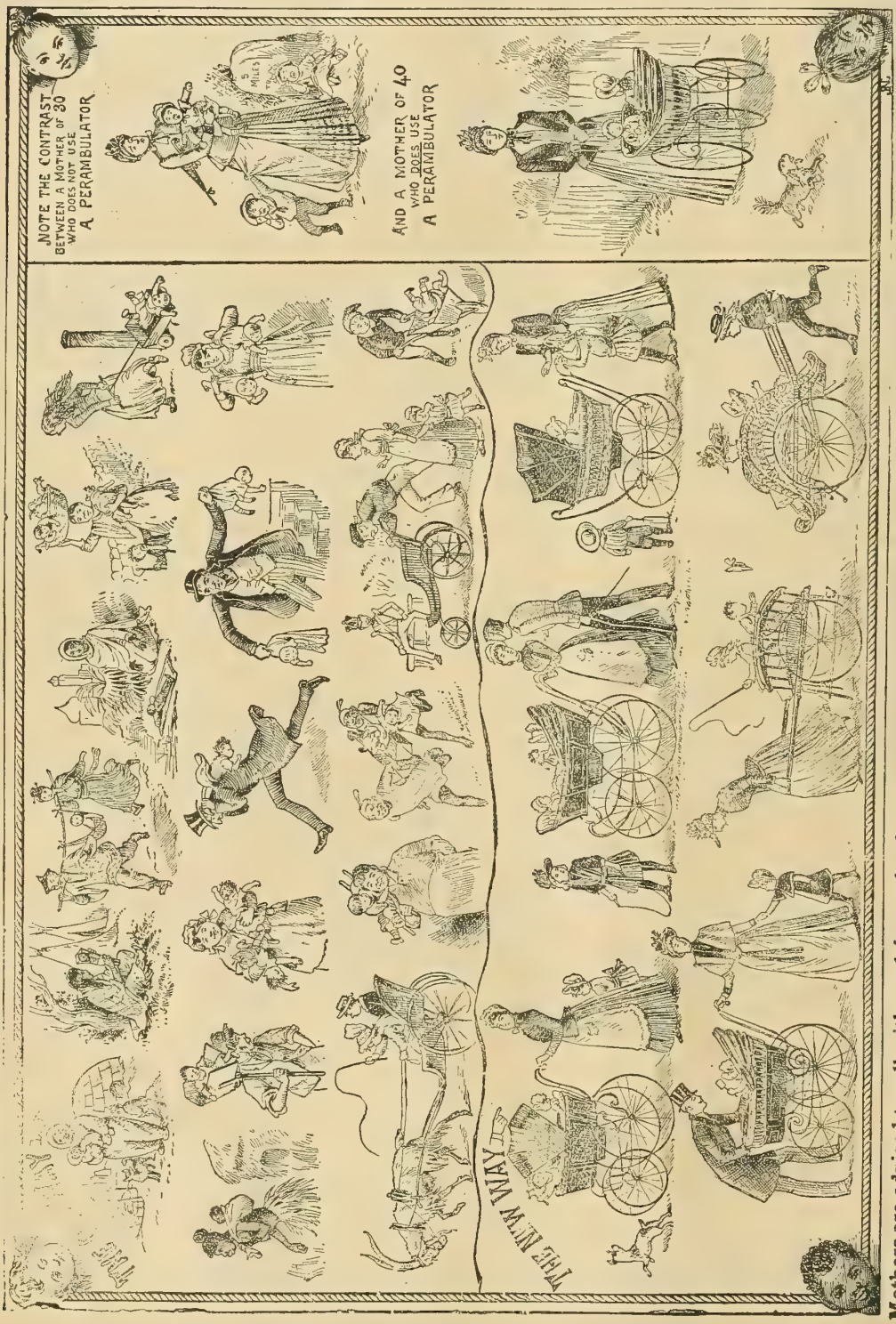
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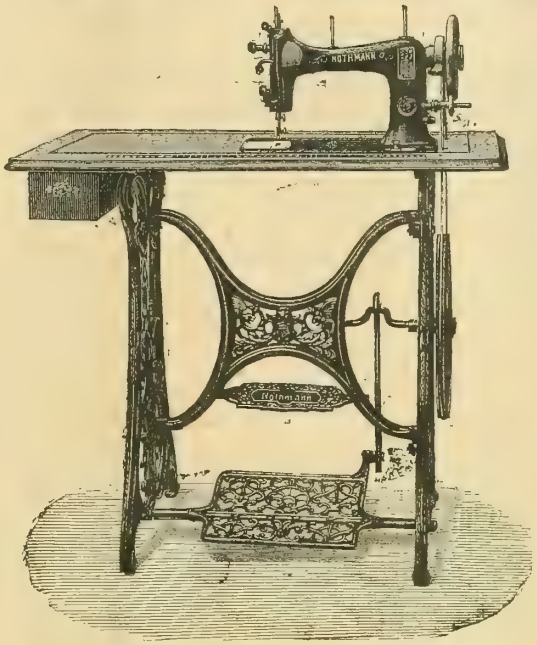


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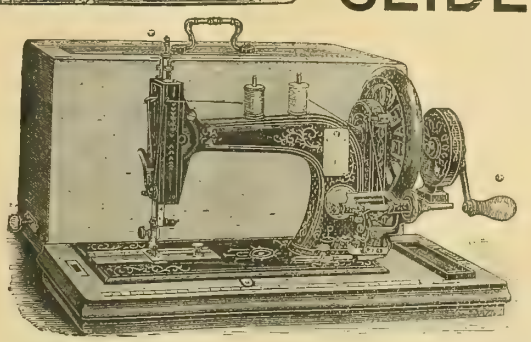
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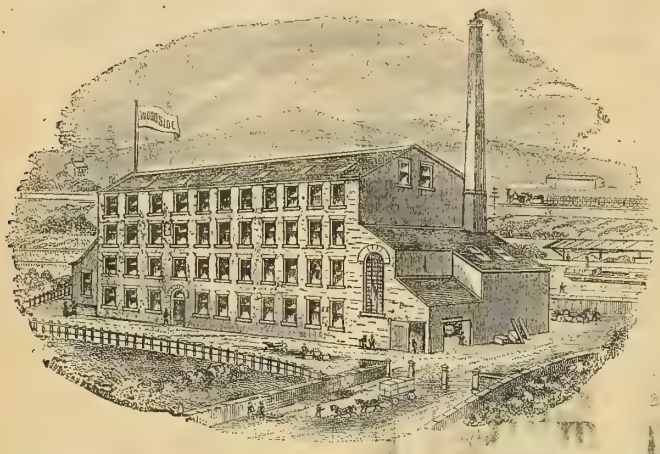
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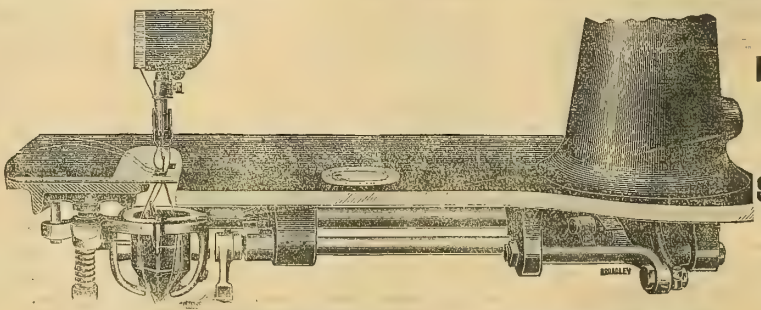
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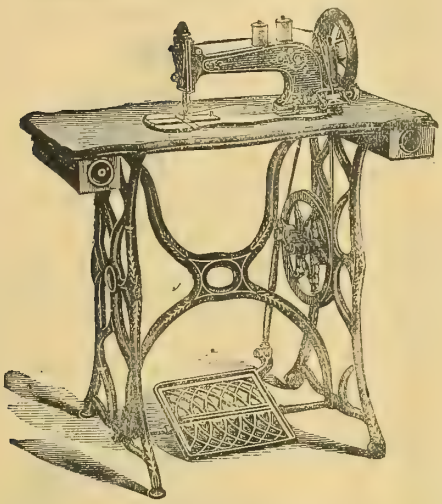
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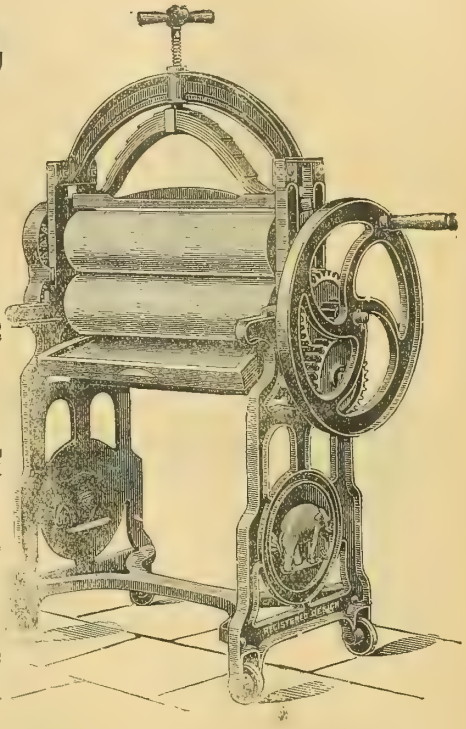
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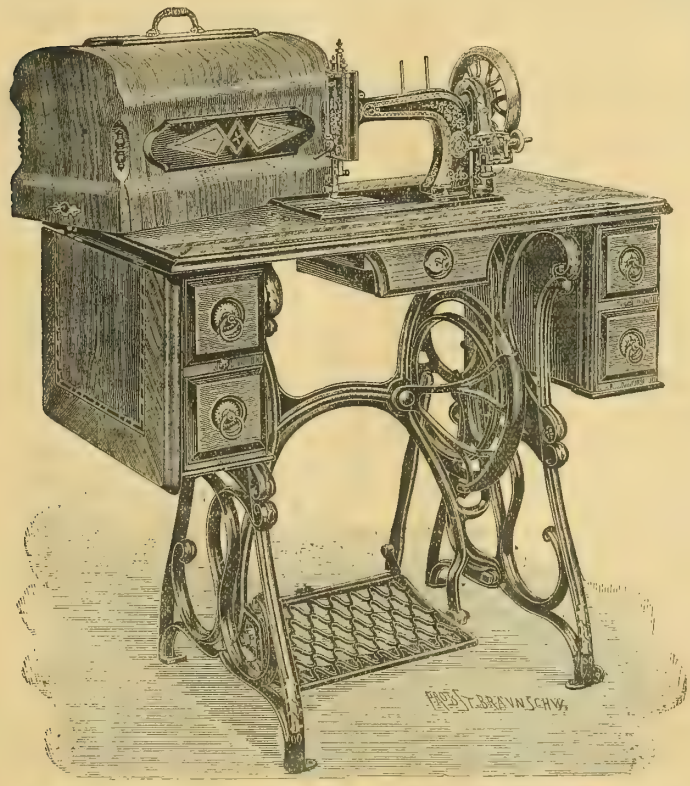
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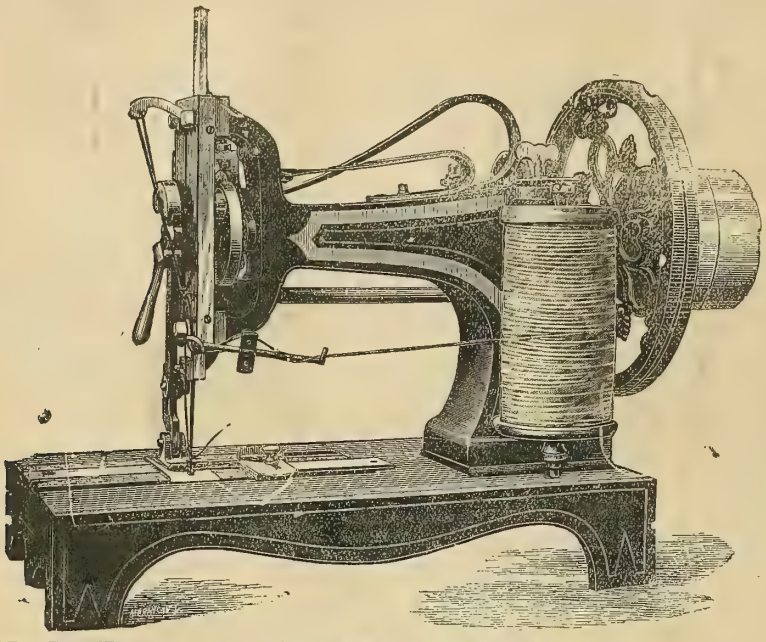
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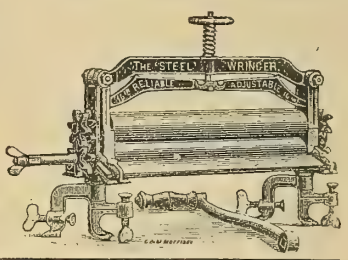
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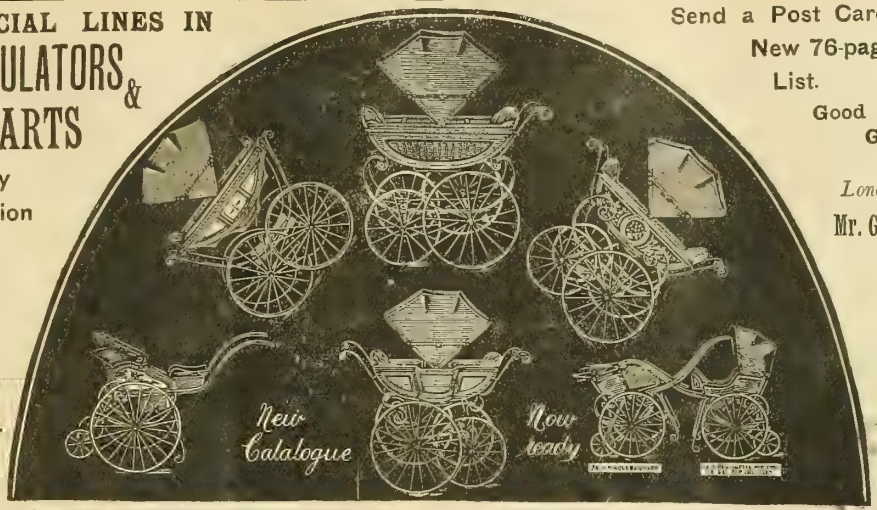
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And any Maker can be supplied with the Patented Parts. Write for prices and drawings.

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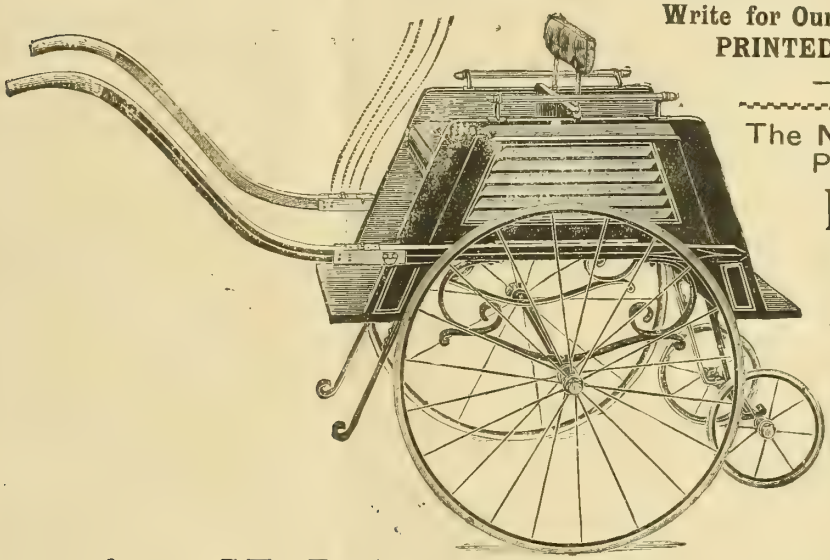
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REALLY SIMPLE, ABSOLUTELY SURE,
In virtue of numerous Patented Improvements which can be had on no other Machine.

The Greatest Attraction in Knitting Machines.

No Hosiery Maker should be without it. ONE of these Machines gives more profit than Six ordinary Machines.



The New Patent Machine for
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Full Fashioned RIBBED Hose, with or without CHECK PATTERN, are made on this Machine, and the RIB TOPS can be made PLAIN, STRIPED, in CHECKS, or in CHECKS and STRIPES COMBINED. The Whole being Knitted in ONE OPERATION. PLAIN HOSE, etc., in CHECKS, are also made on the same Machine, which can also be utilised for other kinds of RIBBED GOODS, and particularly for FANCY RIB TOPS, SWEATER FABRICS, etc.

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RATE.—½d. per Word ; Minimum, 6d.

CHEAPEST HOUSE for Sewing Machines, Washing and Wringing Machines, Bicycles, Tricycles, Watches, Jewellery, Musical Boxes, Pianos, &c. Cash or hire system ; exceptionally easy terms.—W. Lapthorne & Co., 479, Gloucester Road, Horfield, Bristol.

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TRAVELLER, experienced, first-class salesman, open to an Engagement in Sewing Machines or Cycles, or both; willing to cover any ground, north preferred. Terms : salary or commission, or both, with travelling expenses. The highest references. —Address, H., 10, Clare Terrace, Edge Hill, Liverpool.

SEWING MACHINE BELTING AND OILS.—If you want the Best Belting or the Best Oil apply to the Best Firm for Cheapness and Quality in the Trade.—J. Searle & Co., 40, Trafalgar Street, Walworth.

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(See page 32 for other advertisements.)

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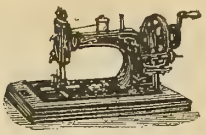
SEWELL & Co., Publishers.

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Editorial Notes

One-Man Companies. During the last few years there has been an enormous number of firms who have turned their business into limited liability companies, and so many of these concerns have been what is now termed a "One-Man" Company, that is to say, almost exclusively owned by a single individual, that before many years, or, it may be months, have passed by we may expect to see our legislative bodies taking up the matter, and, possibly, making fresh laws on the subject. A case is now about to be taken to the House of Lords of a somewhat extraordinary character, that of "A. Salomon & Co., Limited." Mr. A. Salomon was a wholesale boot manufacturer and exporter, and sold his business to a company, composed of himself, his wife, and children. He was at first the holder of one share, but subsequently acquired 20,000, and no one else had any shares in the concern, while he also held £10,000 of debentures. The company went into liquidation, and Mr. Salomon came forward as a fully-secured creditor for this amount, while his liability as to shares, as they were fully paid up, was at an end. The liquidator had applied to Mr. Justice Vaughan Williams, and had been granted an order that Mr. Salomon should indemnify the company on the broad ground that the company was really a fiction, and he the sole party really interested. The company had been properly formed, and this the Lords Justices confirmed on appeal, but decided that Mr. A. Salomon was responsible to the creditors, and bound to indemnify them because of the motive—undoubtedly illegitimate—for which he had worked out the whole arrangement. This judgment proves that "one man companies," however cleverly formed and correct in formation, cannot be sustained as against creditors, and the man working the concern will be personally liable to the law.

Unfair Trading. The principal event of the month in the sewing machine trade has been that of the judgment in King's *v.* Singer. Our readers well know that we have for years past called attention to the enormous extent to which the turning-out system prevails in this country. It would appear from the many complaints we have received from time to time that this form of unfair trading was carried on by a large number of firms, and that the only remedy known to the trade was one of retaliation. Clearly this is no remedy at all, but the law was not supposed to give any redress. The past month, however, has shown that the Judges think otherwise, and now we know as a fact that it is not permissible for the agents or canvassers of one firm to upset the contracts of another firm in order to benefit themselves. There is no denying the fact that this pronouncement of the Judges materially increases the responsibility of firms who employ canvassers to sell their goods. This, however, is only in keeping with the tendency of modern legal decisions. The Judges used to talk of the "scope of authority" of a servant, but latterly they have gone one better, and now use the words "scope of employment." Indeed, they now appear to merely want to know whether or not the employer will benefit by the act of his servant, and if so they do not hesitate for one moment in holding the employer liable for such act, although it may have been committed in absolute defiance of the master's instructions. It is well for our readers to thoroughly understand this, and then they will no doubt realise the advisability of dealing with complaints made against their servants in a conciliatory manner.



Section

SINGER'S WORKS AT KILBOWIE.

In connection with the visit of the Institute of Mechanical Engineers to Glasgow, the *Engineer* contains an interesting article on Singer's factory at Kilbowie, which they are to inspect to-day. Our contemporary writes:—

The extensive and imposing works of The Singer Manufacturing Company are situate a short distance from Messrs. Thomson's shipyard, near the Kilbowie Station of the North British system of railway, and have their main frontage to the line. The buildings, with their fine clock tower, form a landmark all the country round for many miles. They were erected about eleven years ago, this being necessitated from the fact that the company's old establishment at Bridgeton, Glasgow, had become totally inadequate to their requirements. The amplitude of the site, as well as its contiguity alike to railway, river, and canal, gave full scope to the designers of the works, who have succeeded in so arranging them as to give ample room for every operation, and at the same time to enable the production of the machines to be carried on continuously and consecutively, notwithstanding the multifarious parts which are produced and the numerous processes they have to undergo. Taken together with their gasworks and cooling ponds, &c., the works occupy an area of no less than 46 acres of land, whilst the factory proper has a floorage area of 954,500 square feet, or 21·87 acres. The works employ altogether approaching 6,000 hands, and the output of finished machines at the present time reaches 9,000. The sales in Great Britain and Ireland amount to 150,000 machines per year, while the total sales of the company throughout the world reach the enormous total of 750,000 machines annually.

The two main buildings in the whole works are connected by means of three wings. They are each 800 ft. long by 50 ft. wide, and are divided into three equal portions in their length. The end portions are three stories, and the centre portions four stories high, and over one of the buildings is a fine clock tower, 200 ft. high and 50 ft. square, in the Scottish baronial style of architecture, the clock face being 25 ft. in diameter, or 3 ft. more than the clock face of the Houses of Parliament. The total floorage area of the two main buildings with their connecting wings is 257,718 square feet. A goodly portion of the eastern part of the buildings and ground is occupied by the Associated Company, devoted to the manufacture of the Babcock & Wilcox patent water-tube boiler—of special interest at the present time in view of their introduction, with other makes of the same type of boiler, into marine engineering practice. Unfortunately this portion of the vast pile is not to be thrown open to inspection owing to extensions and alterations being under way, which render the premises and their contents hardly in the state of preparedness which would justify inspection on the part of members of the institution. A compensating element, however, presents itself in the fact that the Babcock & Wilcox boiler is employed throughout the Singer manufactory; to what extent may be gathered from the fact that the boiler and engine-house department occupies a floorage space of 33,928 square feet. The main boiler house is 110 ft. long by 50 ft. wide, and here there are five batteries of boilers in place, with room for more. Each battery consists of two boilers, each yielding about 120 horse-power, and working at 100 lb. pressure.

To connect each floor and portion of floor in the enormous aggregation of buildings, and follow in sequence through the departments the multiplicity of processes carried on, is not our intention at this time, even if it were possible with the space at our command. At a subsequent date to that of the visit of the members of the Institution we hope to overtake this in some measure. A few general particulars as to individual departments must here suffice.

The foundry is, perhaps, one of the finest to be seen

anywhere. It is 448 ft. long by 352 ft. wide, giving an area of 157,696 square feet. It is fitted with powerful travelling cranes and hydraulic cranes for drawing boxes and patterns, and is equal to turning out 125 tons of castings per day, some of very small weight and dimensions. The main engine for driving the foundry is a horizontal compound condensing engine of 250 horse-power, by Messrs. D. Adamson, of Manchester, and is fitted with Wheelock's automatic expansion gear. The fly-wheel is 16 ft. diameter, and drives the machinery through two 17 in. belts. The hydraulic pumps for the accumulator are driven by a horizontal high-pressure engine by Messrs. A. & P. Steven, of Glasgow. Steam at about 100 lb. pressure is supplied to the foundry engines from Babcock & Wilcox boilers. From the foundry the castings are taken to the rumbling and annealing department, which is 352 ft. long by 62 ft. wide, and has a floor area of 21,824 square feet. Here the various castings are cleaned from sand in the rumbles, following which they are examined and dressed in the inspecting shop which adjoins, and is 288 ft. long by 31 ft. wide. The small parts are then annealed in the annealing ovens. The castings are packed in cast iron boxes with an annealing mixture, and luted down with fireclay.

The forge department, consisting of two sides and two connecting wings, has a floor area of 26,560 square feet. Here the steel and wrought iron details are produced, bars, sheets, iron and steel of all sections being brought in by rail. The extent of railways throughout the factory, it may here be mentioned, exceeds 2½ miles. The materials are cut up for forging, and are rough-shaped under tilt hammers, and finished under drop hammers. Machine details are passed from the forge to another department to be trimmed up in power presses. Attached to the forge are the annealing stoves and stores for iron, steel, and forgings. The smith's shop has nearly a dozen forges and several steam hammers, which are all employed in making and mending the tools used in the machinery shops. The smiths' shop is driven by a Corliss engine of 100 horse-power, taking steam from the Babcock & Wilcox boilers in the main boiler house.

The forgings are received from the forge into the lower part of the western main building at the northern end, and are there dealt with, this department being equipped with between 150 and 180 special milling machines, drills, &c. In other portions of the main buildings the castings are milled, slotted, and drilled by some of the best special machines it is possible to employ on work of this class. In the central portion of the main building certain portions of the machines are bolted together, previously to being japanned. The japanning, drilling, dulling, ornamenting, erecting, and packing of the stands are all accomplished in the "Stand" Department, 288 ft. in length, by 192 ft. wide, affording a floor area of 55,296 square feet. This department contains a great amount of special machinery of an interesting and ingenious character. Indeed, the turning, drilling, planing, milling, japanning processes all involve the use of special machinery, and in such vast quantities that it is hopeless here to convey anything but a partial idea of the actual operations carried on. Several adjuncts to the main subjects of manufacture, such as the making of needles, the making and polishing of the hardwood lathes and machine covers, and of the very packing boxes required for shipment of the machines, all have their special sections in the works, finely equipped with the necessary tools and machinery.

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JUDGMENT IN KING'S v. SINGER.

In our June issue we gave a brief report of the action in the Queen's Bench Division in which King's Universal Supply, Limited, claimed damages for (1) Slander; (2) Slander of title of the plaintiff's goods; (3) Wrongfully inducing and procuring persons to break their contracts with the plaintiffs; (4) Conspiracy to injure the plaintiffs by wrongfully inducing and procuring persons to break their contracts with the plaintiffs. The plaintiffs also claimed an injunction to restrain the defendants and each of them, their servants or agents, from a repetition of any of said acts.

The defendants in the action were The Singer Manufacturing Company, also Mr. George Whitty and Mr. Matthews, both of whom were at one time in the employ of the Singer Company.

The Singer Manufacturing Company appealed against the judgment of Mr. Justice Mathew on July 23rd, and were represented by Mr. Finlay, Q.C., Mr. Bullen, and Mr. William Russell.

Mr. Finlay did not attend, and, therefore, the appeal was conducted by Mr. Bullen, who at once read the judgment of Mr. Justice Mathew as follows:—

Mr. Justice Mathew: This is an action for damages brought by the plaintiff company against the defendant company for wrongful interference with the trade of the plaintiff company. The plaintiffs and the defendants are rivals in trading operations. The plaintiff company is an English company, and the defendant company is the well-known American company, incorporated in the United States for the making and selling of sewing machines upon the Singer principle. The plaintiffs' business is to sell sewing machines which are manufactured abroad, and there is no doubt keen rivalry between the two companies. Now, the course of business is the same to a certain extent with respect to the two companies. The plaintiffs employ canvassers in different parts of the country to endeavour to obtain orders for the sewing machines of the plaintiffs. Their customers are principally domestic servants; and when the sewing machine was sold to the servant, a contract in writing was taken from the servant agreeing to pay the price by certain instalments. Canvassers were also employed by the defendant company for the purpose of selling the Singer sewing machines. Now, the plaintiffs allege that they discovered that they were being interfered with, improperly and unfairly, by the servants of the defendants in this way—that as soon as machines had been sold by the plaintiffs' agents and delivered, the customer was shortly afterwards interviewed by the servants of the defendants, and, according to the case made, the machine supplied by the plaintiffs was unduly and unfairly depreciated and disparaged by the servants of the defendants; the machine, the servant girl was informed, was "German trash;" she was led to believe that she was imposed upon; she was induced to return the plaintiffs' machine, and to take in lieu of it one of the Singer machines; the contract that was entered into she was induced to break; and, to facilitate the transaction, the servants of the defendants themselves took possession of the plaintiffs' machine and sent it back carriage unpaid to the plaintiffs, and the return of the machine was accompanied in most cases by a letter purporting to be written by the customer, but in fact dictated by the defendants' servant or agent, and the letter, as a general rule, contained an utterly untrue statement as to the reasons for the return of the plaintiffs' goods. Now, that was the case that was made on the part of the plaintiffs; and it was not denied, and could not be denied, that if that case was made out the plaintiffs' business had been unduly and improperly and illegally interfered with, and that there would be a cause of action against an ordinary employer. I am satisfied, upon a consideration of the evidence offered, not only on the part of the plaintiffs, but also on the part of the defendants, that the plaintiffs' case in that respect has been made out. The principal witness called for the plaintiffs, the witness who gave the fullest account of the system pursued by the defendants' servants, was a man named White, who had formerly been in the employment of the defendants, and I was asked to regard his evidence with suspicion from the fact that he had left the defendants and was no longer in their employ. But his testimony is amply corroborated by the evidence of the different customers called on the part of the plaintiffs, and further by some significant letters that passed in July, 1893, and by one very important circumstance, that lists, containing the names and addresses of customers of the plaintiff company were furnished to the agents of the defendants, at any rate in Bedford, and were acted on for the purpose of carrying out the systematic interference with the plaintiff company that I have already referred to, down to April, 1894. Moreover, when the evidence of the witnesses called on the part of the defendants—persons in authority—persons in the position of superintendents—I refer to Mitchell, Orrell, and Raper, when their evidence is carefully considered, no one, I think, could entertain a doubt that they were aware, to some extent, of what was being done, and that they took no steps to prevent a continuance of this conduct of the defendants' servants. For all these reasons, I come to the conclusion that the first position taken by the plaintiffs, namely, to establish this wrongful interference with their trade, has been made out and established. But that being so, the defendants' counsel took this position. It was said: Assuming that all this was done by these servants and subordinates, the acts were not acts within the scope of the servants' authority, and, as a matter of fact, they said the true conclusion was that they were the spontaneous wrongful acts of these different persons. I have not the least doubt, in point of fact, that what was done was done within the scope of their authority. They were employed to sell the defendants' machines. They had instructions from the principal officer of the defendant company, who was called before me, that they were only to deal fairly. They were to be very careful about that, but it was left to them to say what was fair

and what was unfair, and no precaution was taken to prevent their being unfair. What was done, therefore, appears to me to be clearly within the scope of their authority. But a further point was made. It was said, supposing those acts were within the scope of the servants' authority, what they did was not done for the benefit of their employers, but was done from the personal motive that they wanted to earn their commission, and reliance was placed upon that; and every effort was made to bring this case within the authority of the British Mutual Banking Company *v.* The Charnwood Forest Railway Company, reported in 18th Queen's Bench Division, page 714. But I am satisfied again that the course of conduct pursued was systematic, that it was not confined to the canvassers who might have earned the commission, but that it was known to other and superior officers of the defendants, and that I should be wrong if I came to the conclusion, in point of fact, that what was done was not done for the master's benefit, but was done exclusively for the benefit of the servant. Therefore, the second point made on the part of the defendants appears to me to share the fate of the first. It is made out to my satifaction, in point of fact, that these acts done were done by the servants of the defendants within the scope of their authority, and for the use and benefit of their employers.

Then a third position is taken. It was said, granted that these acts were done, and granted that they were within the ambit of the duties of the servants, still the defendant company here is a corporation, and the ingredient of malice necessarily enters into this cause of action, and a corporation, whether it be an American corporation or an English corporation, is incapable of malice; it has no mind, no conscience, and is free from all responsibility in respect of any act into which the consideration of malice enters. It is needless to say that I was referred to that well-worn authority, Baron Alderson's Judgment in the 10th Exchequer; also to the very well-known and more recent Judgment (equally well-worn I should say at the same time) of Lord Bramwell in Abrath *v.* The North-Eastern Railway Company, 11th Appeal Cases, page 247; and also to the recent case of Neville *v.* The Fine Art and General Insurance Company, Limited, which is only reported in the *Times* Law Reports for 1895, page 232. But, when we turn to what Lord Bramwell said, it will be manifest how very limited the operation of the rule that he referred to really is, and how clearly from his statement of the law he excepts such a case as the present. His Lordship says, "I say, therefore, that no action lies, even if you assume the strongest case, namely, that of the very shareholders directing it, or the very directors ordering it, because it is impossible that a corporation can have malice or motive; and it is perfectly immaterial that such subordinate officer or individual of the company have such malice or motive. In the case which I put, an action would lie against the directors personally who had ordered an improper prosecution. It may be that no action would lie against any subordinate who had malice and who had not ordered or caused or procured the prosecution, because although the two ingredients exist which are necessary for the maintenance of such an action— that is to say, malice and the absence of reasonable and probable cause—yet in the case which I surmise, the man would be a prosecutor, and unless you find the absence of reasonable and probable cause and malice in him who is the prosecutor, an action is not maintainable." That is the first statement of his proposition. Then, on page 253, he says: "It is certain that a corporation may order a thing to be done which is a trespass, because there the act of those who act for the corporation is not *ultra vires*." There there is a clear indication of the principle upon which the learned Lord was pronouncing his judgment. An act done *ultra vires* by somebody who is placed in the position of representing a company cannot be brought home to the company if malice be a necessary ingredient of the action against the company; but if *intra vires*, quite different consequences follow, as the noble Lord points out: "For instance, take the case of false imprisonment. A railway company gives somebody power to take up persons who it believes are doing some wrong to the company. If a person is so authorised, that is an authority which may be unreasonably exercised. You cannot give an authority maliciously to prosecute, but you may give an authority to take up persons who are cheating a railway company. If that person to whom authority is given makes a mistake and takes up a person who is not cheating, it may, in such a case, be said properly to be the act of the company, and they are properly liable." Every word of that is applicable to this case, because here the position of the plaintiffs is that the defendants, within the powers that they possessed in carrying on their business, placed certain persons to represent them, and to assist them in carrying on their business, and, though those persons were guilty of misfeasance and breach of duty it may be, nevertheless, that the principals are liable. It is unnecessary to refer to the multitudes of cases which have established, in recent times, that, where this peculiar element of personal malice does not enter, a corporation may be liable for tort and breach of contract, although it has no mind, no conscience, and no intent, exactly as the individual may be liable. I will only refer to the case of Edwards *v.* The Midland Railway Company, 6th Queen's Bench Division, page 287, where that is expressly held, and to the numerous cases referred to in the Charnwood Forest Case, where all the authorities are discussed. The best instance among these various cases of the principle applicable to this case is the case of Green *v.* The London General Omnibus Company, in 7th Common Bench, New Series, 290. I cannot draw any distinction between this case and the case of an omnibus company employing a driver, where the driver is guilty of misfeasance within the scope of his authority, and the act is done for the benefit of his employer, the company is liable. Here the act is done by the servant in the course of his employment, for the benefit of his employer, and is an act of misfeasance. Therefore it seems to me that the defendant company is responsible. The ingredient of malice in any reasonable sense of the term does not enter into this action in any way whatever. It is a pure question of the kind that I have mentioned, savouring more of contract than of any serious form of tort, where a company or an individual employs a servant to act on their or his behalf, and that servant, in the course of his employment, and for the benefit of his employer, is guilty of a breach of duty which injures another. That being so, the plaintiffs have established their case, and are entitled to damages. What damages ought they to have? Two defendants have been joined with the defendant company in this case. Both have ceased to be in the employment of the defendants; but what they did, they clearly did in the belief that they were performing their duty to their employers, and I do not think, as regards either of them, though their position somewhat differs on the evidence, that there ought to be judgment for a large amount of damages against them. Those who are really responsible are the other defendants, the defendant company. As regards them, I have had some difficulty in arriving at the proper amount of damages, bearing in mind that probably the result of this action will be to protect the plaintiff in the future from any such interference as he complains of. I accept the statement of the learned counsel for the defendants that there was no intention on the part of those who are mainly responsible for the conduct of the business of this company to be guilty of the unfair and improper conduct of which their servants are shown to have been guilty. But they have done considerable damage to the plaintiff company. Forty or fifty of the machines have been sent back in this way under circumstances of considerable publicity, and in a way calculated to do an injury, and a serious injury, to the plaintiffs' business. However, it is not a case for vindictive damages, but for damages that I hope will be compensation for any pecuniary loss that they have sustained. I give judgment for £250 against the defendant company. As regards the two other defendants, I give judgment for 40s. in each case, and I direct that they shall pay the costs of the action. There will be judgment, therefore, for £250 and costs against the company, and for 40s. against each of the other defendants with costs—and costs on the High Court scale.

Counsel having argued for some time that as the acts complained of were done contrary to the instructions or wish of The Singer Manufacturing Company they, as a corporation, were not liable, the following judgments were delivered:—

The Master of the Rolls: I think Mr. Bullen has said everything that is to be said, but I think that Mr. Justice Mathew has acted upon the proposition which I have just described. It is quite clear that there must be malice in what is done. With regard to the travellers or servants of this company, what did they do? They did go and try to induce maid-servants, who are the people who use these sewing machines, and who had bought them, to send back those machines which they had used, and which they were to pay for by instalments, not to pay the instalments, but to buy their employers' sewing machines instead. There is evidence which the Judge has believed because it was corroborated. It was given by one of the men who said that he helped to do it, but he was corroborated, believing that by saying all sorts of things, every bad thing that they could possibly say about the machines which they knew to be untrue, that they could persuade these maid-servants, therefore they did it by telling all kinds of falsehoods to these maid-servants, and endeavoured to persuade them that the machines were all rubbish, although they did not believe it. They, therefore, by heaping falsehood upon falsehood tried to persuade these wretched, stupid maid-servants to break their contract, and that they did for the benefit of the defendants. Now, it is no use to hesitate about the matter. That which they did was malicious and wicked.

But it is said, "Yes, but their employers were not malicious; they could not have any malicious feeling," and it is necessary that they should have malicious feeling. Is that true?—Mr. Justice Mathew acts upon this proposition: If the masters authorise their servants to do such malicious things as were done by the servants of these defendants—if they authorise them to do it, either in the first place by telling them to go and do the very thing which they had done, or when they find that the servants are doing that malicious thing, and doing so that they, the masters, profit by the servants' doing that malicious thing, and they let them go on, and therefore knowingly take advantage of these malicious falsehoods, which their servants were telling; he says you do not want to ask whether there is malice. That is equivalent to their authorising the servants, or recognising the servants, as doing these for things their benefit, and if they do that they are liable. I cannot have any doubt myself, if that be truly made out, that the principals in such a transaction then are liable. That is what Mr. Justice Mathew has held, and that proposition, if made out, is not contrary to any of the cases decided; nay more, it seems to be recognised in the judgments which have been cited that if that were done the principal would be liable. I think, therefore, that these defendants were liable for the malicious and wicked acts done by their servants of which they had cognizance, and which they knowingly took the advantage of. I think that has been made out, and that the learned Judge was right, and this appeal must be dismissed.

Lord Justice Kay: I agree; I have nothing to add.

Lord Justice A. L. Smith: So do I.

Mr. Isaacs: My Lord, the appeal will be dismissed with costs.

The Master of the Rolls: Yes.

Mr. Isaacs: Will your Lordship order the money to be paid out of Court?

The Master of the Rolls: Yes.

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KING'S *v.* SINGER.

INTERVIEWS WITH THE PARTIES.

Shortly after the judgment in the Appeal Court, our representative sought an interview with Mr. Gilbert D. Wansbrough, the Singer Company's solicitor, to ask if it was likely that King's *v.* Singer would be taken to the House of Lords. Mr Wansbrough said that he thought not, and added that the appeal which had already taken place was solely due to the advice of counsel.

What was counsel's opinion?

Why, that as the acts complained of were done by our servants, not only without our consent, but against our strict instructions, we as a corporation were not liable.

You admit that your servants had acted wrongfully?

Certainly, and they are no longer in our service. We were advised by counsel that since we had never authorised these acts we could not be held responsible for them, hence our defending an action which is quite unique.

You say it is unique?

Yes, there has never been an action on all fours with this case in the Courts before; but although it is unsatisfactory to lose it has one great redeeming feature.

What is that?

Why, the Singer Company are the greatest sufferers in the country from unfair trading, and since we now have some sort of limitation—not very clear, I admit—to convassing methods laid down by the Courts, we shall insist upon other firms in the trade being more careful in the future.

Do you say that your company suffer much from unfair trading?

Yes; not only by the illegal use of our name to sell imitation machines, in connection with which two actions are now pending, but also from our machines being turned out by means equally as objectionable as is charged against our men. We are constantly receiving complaints of this nature against other firms.

Then you are not heart-broken over your loss?

Well, we are, of course, sorry to lose. But when we get over the pain of being unsuccessful we shall, perhaps, have cause to be well satisfied with the result of the trial. As you know, we employ thousands of salesmen, and anything which makes for morality in the canvassing trade and benefits others must, of course, equally benefit us.

As we were leaving, Mr. Wansbrough reminded us that Mr. Henry Raper, the present general manager of the Singer Company for the United Kingdom, was not in office at the time the acts complained of were committed. Further, that at this period Mr. J. Whitie, his predecessor, was away for the benefit of his health.

Our representative managed also to have a word with Mr. Henry Raper on the subject of King's *v.* Singer. Mr. Raper said that there was great desirability of only engaging honest respectable men and thoroughly training them for their work.

You believe, then, that canvassing requires learning?

I do. It has been my aim for years to get men to realise this, and I have succeeded to some extent, but it is uphill work. The average man who wants to canvass for sewing machines expects to start at once without any tuition and to immediately earn a wage exceeding that of skilled artisans.

About this unfair trading question and your company. Do you think the judgment will affect your business?

If you mean affect it to our disadvantage my reply is certainly not. Indeed, I expect it to benefit us.

How?

Why, since it is to the interest of The Singer Manufacturing Company to employ only efficient and honest salesmen, it clearly cannot pay the company to have unscrupulous men in their service.

Do you think the turning-out system unprofitable?

Undoubtedly it is. When one speaks of morality there are many people, as you know, ready to sneer. Looking at the question, then, from a purely selfish, or from a commercial point of view, I say that it does not pay any firm for their men to act dishonourably, and I also say that my company have suffered more at the hands of unfair traders than any other firm.

You also say that it demoralises the salesmen?

It certainly does. We want to sell our machines on their merits, and in fair competition with other makers, and we desire that our salesmen get their orders in a proper and legitimate manner. If we were to countenance dishonourable practices against other firms, how could we expect our men to act honourably to the Singer Company?

Do you get many complaints as to your machines being turned out by your competitors?

We frequently hear of this being done, hence we are as interested as anyone else in having the thing stopped.

Since you have been general manager have you had many complaints from competitors?

Some, but not numerous.

Did you investigate them?

In every case; and am always willing to do so, and I expect similar treatment when we are the offended party.

As you have investigated the complaints made by other firms, can you suggest any remedy which would stop these troubles?

Well, there is always sure to be some servants in every trade who will sacrifice the reputation and honour of their employers for gain. But I think one cause of the trouble is a revengeful feeling on the part of a canvasser towards his old employer.

Is that so?

I have almost invariably found it to be the case, and I should like to add that experience teaches me that you never find a really efficient salesman among those who resort to unscrupulous methods to sell sewing machines. The best salesmen are the most upright and honourable.

Mr. Raper said that although it appears to be the law, it is very hard indeed that the reputation of an employer should be in any danger of being jeopardised, and even injured, by his employees. The employer should, he thought, only be blamed if he condoned or approved of the malpractices of his servants, and as long as he was general manager he would sanction nothing which was not fair and legitimate trading.

On closing the interview, Mr. Raper said that a great amount of this unfair trading could be avoided if employers would scrutinise more thoroughly the antecedents of new employees and not engage new people without even taking references, which is frequently done now by opposition firms.

INTERVIEW WITH THE "OTHER SIDE."

On meeting Mr. James Bray, the managing director of King's Universal Supply, Limited, our representative inquired, "Are you satisfied with the judgment in your law-suit?"

Mr. Bray said that he was satisfied so far as it goes.

So far as it goes?

Yes. We asked for an injunction, but did not get this, which would have given us increased satisfaction.

Why did you not get the injunction?

Well, I suppose it was because of the attitude taken up by the defendants. They pleaded that they never authorised the acts complained of, and would not let them be repeated, and I suppose this satisfied Mr. Justice Mathew.

Have you fought the case single-handed?

We have; and it has caused us a deal of trouble and expense.

Have you suffered very much from the turning-out system?

Yes, to an incredible extent. We only sought to prove fifty instances, but that by no means represents the whole of the cases we could have proved, extending over a number of years before my business was purchased by the present company.

And you meant to stop it if possible?

I did, as it exists in the trade to an enormous extent.

Have other firms than the one you sued turned out your goods?

Yes, a few; and we really took up the case to get the law laid down so as to protect ourselves and others from this illegitimate practice.

I suppose that there will always be canvassers who will overstep the line between fair and unfair canvassing?

No doubt, but I contend that their employers should use their best endeavours to control them.

What is your remedy?

Well, I say that the aggrieved trader should, as I have always done, make a complaint to the employer of the unscrupulous canvasser.

And what then?

Why, that the complaint should be investigated on the spot and without prejudice to either party, and a real attempt be made to find out the truth of the matter.

And if the allegation is proved?

Well, I then think that the least that can be done is for the firm in the wrong to insist upon their canvasser fetching back the article wrongfully supplied, refunding his commission, and for him to write the aggrieved party an apology with a promise not to repeat the offence, also to make an attempt to replace the article which he had displaced. This would satisfy me and also, I think, most firms in the trade.

Do you think the turning-out system pays?

I am sure it does not.

Can you give proof?

Well, from my investigations I am certain that out of twenty machines displaced in the way I complain of eighteen will not stay out.

Why is this?

The agent has to tell lies as a rule to get out another person's goods and supplant them with his own firm's articles, and these lies afterwards recoil on himself.

And the other two?

Well, these have to be kept in and the payments obtained by dint of the assistance of the canvassers' employers or superintendents.

Do you think unfair trading injurious to the canvasser?

Most certainly it is demoralising to the canvasser, and it cannot possibly pay the employer so well as legitimate business.

Having had a machine turned out, do you find it difficult to get it restored?

Not if the right course is pursued.

Have you found any falling off of late in the number of machines turned out?

I have. The machines of my company sent back are 90 per cent. less than they were before we got our undertaking.

How do you account for this?

Well, canvassers and their employers, I believe, are now alive to the fact that the turning out of a competitor's machine is wrong and illegal, and I hope to see it a dead letter in a very short space of time.

I believe you have an arrangement with other firms to the effect that an investigation will take place of any complaint between you as to unfair trading?

I have.

With what result?

Friction and unnecessary expense are avoided to our mutual benefit.

These arrangements date back before your action was entered?

Yes, and before, of course, we knew what view the Courts would take.

Then your action was, to some extent, a test case?

Certainly; although I felt pretty certain that the turning-out system would not be approved of by the Judges, and that we only required a High Court Judgment to put it down all over the country. We now have this, and I have been warmly congratulated on the result by many traders in all parts of the kingdom.

Mr. Bray informed us, in conclusion, that all his company's machines are known as the "Universum."

TRIAL AND SENTENCE OF MR. ROTHWELL.

Last month Mr. Justice Wills and a jury were engaged at the Manchester Assize Court in investigating the charges against William Rothwell, the well-known sewing and knitting machine dealer, and William Entwistle, both of Bolton, who had been bailed on committal, with conspiring to defraud, in various ways, the Rothwell Hosiery Company (Lim.).—The prosecution was conducted by Mr. Sutton, Mr. Byrne, and Mr. Woodroofe Fletcher. The prisoner Rothwell was defended by Mr. Bigham, Q.C., M.P., and Mr. Wilkinson. Mr. M'Keand and Mr. Jordan defended Entwistle.—Mr. Sutton, in opening the case, said the charge against the prisoners was that of conspiring to produce false stock and balance-sheets with a view to induce people to take up shares in the company. The Rothwell Hosiery Company was incorporated in 1886. It was a small company with small beginnings. The capital was £10,000, which was divided into 1,000 shares, of which 700 were B shares and 300 A shares. The whole of the B shares were held by Rothwell. By the constitution of the company there was power to increase the capital, and by the articles of association Rothwell was to be paid a salary of £50 per annum with 15 per cent. upon the net profits, but provision was also made that his salary might be altered. An extraordinary general meeting was held in 1888, when the capital was increased to £20,000, and at the same meeting a resolution was passed that the stock should be taken at 12½ per cent. off selling price and 2½ off cost price, and that Entwistle should be the director to take the stock. The capital in 1890 was finally increased to £200,000. In 1890 the Victoria Mills were purchased from Mr. Rothwell for £36,000. Rothwell received 6,000 shares in the company, but it was agreed that he was not to receive any dividend unless 10 per cent. was paid to the shareholders. In order to raise additional capital a prospectus was got out for the issue of new shares. For some time all went well with the company, but gradually the rapidly growing stock-in-trade caught the attention of the auditors. The balance-sheet of December, 1891, showed stock-in-trade to the enormous value of £103,795. The real value ought to have been £85,000, and the £103,000 was a fictitious item. It was in the manipulation of the stock-sheets that the alleged fraudulent practices had, according to the prosecution, been committed. In March, 1891, the directors resolved that there should be an issue of share capital, and that Rothwell and Entwistle should put on the market the increased share capital of the company. As the company was running short of money it was decided to obtain a loan at 5 per cent. Notwithstanding that the position of the company was known to the directors they, in July of the same year, declared an interim dividend of 10 per cent. The company being under great pressure, negotiations were begun with the Liverpool Mortgage Insurance Company (Limited) in order to raise £65,000. About this time Rothwell saw Mr. Lello, of the insurance company, who, on his assurance that the company was in a flourishing condition, took up some shares and became a director. He and Mr. Johnson, however, always left things in the hands of Rothwell and Entwistle. The stock-sheets were copied by Salkeld, a former servant of the company, who in his evidence would say that he was directed to destroy the stock-sheets, but that he kept them. Had these stock-sheets not been kept by Salkeld the fraud would never have been discovered. When the sheets were put before Rothwell he told Salkeld that the totals were wrong and that the stock must be taken over again. Entwistle and Salkeld examined the stock again, but they could find no mistake. Rothwell said they must have it altered. The sheets of the spinning department showed a deficit of £3,000. They were taken before Rothwell, who said they were wrong, and subsequently fresh sheets were prepared showing a profit of £4,000 instead of a loss. Upon this a dividend of 10 per cent. was declared, and Rothwell got his commission of 15 per cent. The stock-sheets of 1892 were also, continued Mr. Sutton, manipulated, and the company was wound up in 1894.—The first witness called was Mr. Halliday, of the firm of Messrs. Davidson and Cookson, accountants, Liverpool. He said he took possession of the books of the company when the receiver was appointed. In 1894 he found some rough stock-sheets in different parts of the mill. Some of them were hidden behind boxes and under the stairs. In 1894 he took stock on behalf of his firm. He found the rough stock-sheets for March in No. 3 reserve stock-room. He compared these rough sheets with the stock book, and found that the stock was £23,000 too much.—After the witness had been cross-examined by Mr. Bigham, Mr. James Carter, an accountant with Messrs. P. and J. Keevan, Bolton, gave evidence to the effect that he audited the books of the Rothwell Hosiery Company (Lim.) for the year ending December, 1891. He went through the manufacturing stock book and found the total to be £81,238. The spinning stock was £22,556 15s., which gave a total of over £103,000. A report was presented by the accountants to a meeting of the shareholders calling their attention to the enormous quantity of stock. Questions were asked by the shareholders as to the value of the stock. Rothwell said that the stock was taken at cost price, less 2½ per cent. He also said that this amount of stock was an advantage because it would realise more than it was put down for. From 1890 to 1891 the stock had increased by £33,000.—Cross-examined by Mr. Bigham: The business of the firm had greatly increased in 1891. In the spinning department the wages were half as much again in that year. Under these circumstances he would expect to see an increase in the stock. He had no reason to think or suspect that any fraud was being committed.—Samuel Salkeld said he entered the business of the Rothwell Hosiery Company in 1890, and in December, 1891, took part in taking the stock. Mr. Johnson and Mr. Lello, the other directors, checked the stock as it appeared in the rough stock book. Witness afterwards entered the stock at list price. Rothwell did not instruct him to make any deductions of 12½ per cent. He had the rough stock-sheets of goods from the mill sent to him, and he made fair copies of them. He entered them at list price as instructed by Rothwell. The rough sheets were checked and locked up in his desk. He (witness) left the fair copy with Rothwell and Entwistle, and half an hour afterwards he was sent for by Rothwell, who told him there was a mistake in the mill-stock, but that he thought the warehouse stock was all right. Rothwell then told him to go through the mill with Entwistle and find out where the mistake was. He went with Entwistle as directed, but could not discover the mistake. Entwistle said it would be very difficult to find the mistake unless they took the whole of the stock again. He (Entwistle) thought the mistake would be rectified at the next stocktaking. Entwistle suggested that they should make the alteration rather than take stock again. Witness said that the proposition had better be made to Mr. Rothwell. They went to Rothwell, who said he would have the mistake found out at once. Rothwell also said that the mistake amounted to £10,000. Witness suggested that he should take £40,000 worth of stock and increase the price 25 per cent., which would make an additional sum of £10,000. Rothwell assented. Entwistle was present at the time. Rothwell asked who he would get to help him, and he (witness) replied Vause. Vause was a clerk. Rothwell told him to go somewhere where no one would see them. They went to the top room of the warehouse, where it was quiet. They made the alteration in the mill stock. He re-wrote the stock-sheets and added £10,000. Before they began Mr. Entwistle came into the room and said that as they were increasing the prices they had better alter the quality, so that the alteration might not be detected. The altered sheets were in the writing of Vause. When they had completed the alterations he gave the sheets to Entwistle. He was subsequently told to destroy the original sheets from which the alterations had been made. He did not destroy them, but kept them locked up in his drawer till December, 1892. He then handed them over to a Mr. Morris, and they were now before the Judge. Mr. Entwistle said he was sorry that he (witness) had not added two or three thousand more, as it would have enabled them to discount the stock more. Witness said "How much do you want adding?" He (Entwistle) said, "About four thousand pounds." Some pages were added at the end. Some of the sheets were duplicated. He submitted the sheets to both Rothwell and Entwistle. By a mistake he had added £8,000, but Entwistle, in the hearing of Rothwell, said, "Oh, never mind, we shall be able to discount the stock all the more." At the Botany Mill Entwistle made alterations in the weights of stock, adding figures at random. He and Herrick, the bookkeeper, were ordered to write new sheets with his alterations. They did so, and were occupied till nearly eleven o'clock at night.—Cross-examined by Mr. Bigham: Witness admitted he was a party to these gross frauds. He should not be standing in the dock because he was not doing anything to his own advantage. He was a servant. When Rothwell said a mistake of £10,000 had been found, he (witness) did not think it was true. The suggestion that the mistake should be rectified came from him (witness). He could not say what Vause thought about the affair. There was no desk or table in the top room of the warehouse. They made a temporary desk. He kept the sheets for his own protection. At the end of 1892 he was charged with theft by Mr. Rothwell, and was acquitted. He was not guilty.—Amongst other witnesses examined on the first day's hearing was Samuel Vause, formerly an assistant warehouseman to the Rothwell Hosiery Company. He remembered, after the stock-taking of December, 1891, that Salkeld came to him with the sheets. He had heard the evidence of Salkeld, and what he had said about altering the prices and the qualities was correct. The witness said he copied the sheets at Salkeld's dictation.—Samuel James Herrick, examined by Mr. Byrne, said he was yarn salesman to the Rothwell Hosiery Company, and lived at Leicester. The rough stock-sheets were in his office, and the prisoner Entwistle got them from him and increased the weight. In one of the memoranda from which he made out his rough stock Mr. Entwistle made an entry of £368 into £2,368 by prefixing the "2." Another entry of £576 was altered by Mr. Entwistle to £7,576. There had been alterations of the qualities, but he could not at the moment point them out. In several instances the prices were in excess of the selling price of the yarn. Messrs. Johnson and Lello, the other directors, were not to his knowledge informed of the alterations. The witness was cross-examined at great length, to show that goods had been invoiced to the company which were not included in the stock. He suggested that Entwistle's entries were meant to include these goods.—The principal witness the next day was Mr. J. W. Davidson, of the Liverpool Mortgage Insurance Company (Lim.), who described the circumstances under which the company guaranteed the debentures in the Rothwell Hosiery Company at the request of Rothwell.—Mr. W. P. Jacques, examined by Mr. Sutton, said he entered the service of the Hosiery Company in March, 1891. He was manager of the warehouse in the spinning department, and it was part of his duty to take stock. Witness took stock in December, 1891, and found he had 100,765 lbs. of yarn. He discovered afterwards that 9,157 lbs. had been added to the quantities contained on his rough sheets. In December, 1892, when he again took stock, additions were afterwards made to his figures to the extent of over 17,900 lbs. In cross-examination by Mr. Bigham, the witness said that if the additions to his figures had been made on account of moisture the principle would have been right, but in his opinion the amounts so added would have been too great. The Bradford rules allowed the addition of 18¼ per cent. for moisture, but the additions to his figures represented between 19

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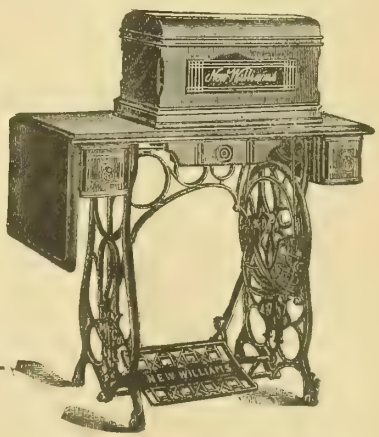
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and 20 per cent.—William Hesketh, formerly in the employ of the company as inside manager, said it was his duty to superintend the stocktaking. The stock-sheets were properly prepared at the end of 1894 so far as he was concerned. In 1894 Mr. Rothwell came to the mill and said the stock was not taken rightly. Witness said "How?" and Mr. Rothwell asked the overlooker how he had taken the bobbins, and was told that they were taken as weighing 2½ lb. They weighed some and found they were 3 lb., and Mr. Rothwell then said the stock would have to be taken over again. Witness said that could not be done, as they could not get the books in time, and Mr. Rothwell thereupon decided that they should add one-sixth to the stock account.—After some shareholders had been examined as to the statements which had been made to them by Rothwell as to the company's position, David Johnson, Southport, who said he was a director of the company from 1888 to the date of the liquidation, was heard. He was a shareholder to the amount of £3,000, and he also advanced a loan of £16,000. He took no part in the management of the company, which was left in the hands of Rothwell and Entwistle. Witness described the part he took in the stocktaking of 1891. He afterwards signed the stock-sheets at the request of Rothwell and Entwistle. He at first objected to sign, as he had never been asked to do so before. He asked Mr. Rothwell to give him his assurance that the figures were all right.—Nicholas Lello, Southport, said he became a director of the company in December, 1891. Before joining the company he asked Rothwell what was the position of the company, and Rothwell replied that it was sound. The past history of the company, he said, had been most prosperous, but it had been hampered with very heavy legal charges, which, up to that time, had been paid out of revenue. For the future the company would not have to meet those charges, which had been paid out of dividend to that date, and, therefore, in the future, they might look for a very much better dividend. He then put before witness a prospectus issued by the company, and said it was very encouraging. He asked witness if he was willing to take a seat on the board of directors, and to bring fresh capital into the concern. He said all the company required was fresh capital, in order to fill spare rooms at the mill with machinery. In accordance with witness's request Rothwell took him over the works. He showed him, in particular, some knitting machines which, he said, were exceptional machines, and which enabled the company to work at an advantage over every other concern. After witness joined the company he found Rothwell's statement as to the knitting machines was untrue. He discovered that Rothwell was the managing director of a company which produced these very machines, and was distributing them all over the country. —After some further evidence from accountants the case for the prosecution was closed, no evidence being called for the defence.—Mr. Sutton addressed the jury on the part of the prosecution. He submitted that, looking at the positions occupied by the prisoners, it was impossible that the alterations which it was admitted were made in the books and returns could have been made without their knowledge. It was clear also that at the time these things were done the Rothwell Hosiery Company had to put a very good face upon things indeed if the concern was to go on. The bank was pressing them; they had failed to get an issue of shares taken up, and they had failed to get the debentures taken up which were to replace the debentures which the bank was no longer satisfied to hold. The case of the year 1891 only, if it stood alone, was absolutely unanswerable. Unless the fraud perpetrated in 1891 had been continued in 1892, and the accounts falsified to a like amount, the profit account must inevitably have shown that there had been a falsification of the balance-sheet in 1891. Mr. Maw, in his evidence, showed that the falsification in 1891 amounted to £23,000, the falsification in 1892 to £27,000—sufficient to cover the original false amount of £23,000 and add a little to the balance-sheet—and that the balance-sheet of 1894 was falsified to about the same amount. Learned counsel submitted that the conduct of the prisoners when the matter was brought home to them was consistent with their guilt.—Mr. Bigham, on behalf of the prisoner Rothwell, said unfortunately his client was not entitled to speak on his own behalf, nor was he entitled to submit himself to be cross-examined by Mr. Sutton with regard to the charges that were made against him. For his own part he could not conceive anything which could be more likely to elicit the truth in the matter than that Rothwell should go into the witness-box and should have the opportunity of telling his own story and being cross-examined upon it. Up to these proceedings no breath of suspicion had ever been breathed against Rothwell, who was a reputable, decent, and honest man. He had embarked all his wealth in the Rothwell Hosiery Company, and that he had an important stake in it no one would deny. The business had been a very prosperous one. For one year it paid 25 per cent., and for several years almost equally large dividends, so that the older shareholders, at all events, had received in consequence of the labours of Rothwell a very considerable part of the money they had invested in the business. At the end of 1891 there was no reason to suppose there had been a loss. On the other hand, there was reason to believe there had been a profit. He (Mr. Bigham) suggested that there was in the first taking of stock at the end of 1891 a serious and large deficiency. Apparently what then happened was, according to Salkeld, that Salkeld took the stock-sheets to Rothwell. As far as he (Mr. Bigham) could make out, the stock which was shown by those stock-sheets was about the same as the stock which was in existence at the end of the year 1890. Having regard to the great increase in the business, and the large increase in the amount of wages paid, that was impossible. Rothwell at once said there was some mistake, and sent Entwistle and Salkeld to find it out. Was that the conduct of a guilty man? If Rothwell, according to the evidence for the prosecution, knew that there was a mistake, what on earth was the object of sending these two men to find it out? Learned counsel, dealing with the conduct of Salkeld in the matter, said his evidence was utterly unworthy of credence. He asked the jury to believe that the person wholly and solely responsible for these false entries in the stock book of 1891 was the man who put them there—the man Salkeld. If they struck out the evidence of Salkeld there was, he submitted, no case for the prosecution. It was incredible that Rothwell should have put himself into the power of a man like Salkeld; that he would have left in Salkeld's hands loose sheets which were evidence of his guilt, and that he left an open book lying on the desk of the office from which his guilt could be at any moment conclusively proved. As to the balance-sheets of 1892 and 1894, no evidence had been called by the prosecution to connect Rothwell with either of those balance-sheets. Having dealt at length with the evidence, Mr. Bigham said he found that the whole of the prosecution in this case was based upon the evidence of as wicked a man, according to his own showing, as ever came into a court of justice. He asked the jury whether they were going by their verdict to send the prisoners into confinement upon such evidence? There was no doubt that there were errors of a serious nature in the books, but the jury had to satisfy themselves that they were there with the knowledge and approbation of Rothwell. There was nothing but Salkeld's evidence to show that he knew anything about it.—Mr. M'Keand, for the prisoner Entwistle, asked, as Mr. Bigham had already asked, what motive Entwistle could have had in going hand in hand with Rothwell in a conspiracy of the kind alleged? Learned counsel referred in severe terms to the evidence of Salkeld, and contended that he alone was responsible for the figures in the balance-sheets. He would, he added, be sorry to hang a dog, much less take away the liberty of a fellow-creature, upon such evidence. —In summing up, his Lordship said that, taking all the facts into consideration, and putting the most merciful and most charitable construction upon it, the real question for the jury was whether they considered it possible that alterations which covered £18,000, and which were effected in a way that involved such a mass of added figures, altered figures, and so on, could have been effected without the knowledge of the two responsible heads of the concern? —The jury then retired, and upon their return announced that they had found both prisoners guilty.—The Judge, proceeding to pass sentence, said nobody could doubt that the jury had arrived at a true and correct verdict in the case. He could not think it possible that the alterations in the stock-book could have been made without both prisoners being a party to it. As he had said in the course of his summing up, he did not attribute to either of them the basest of motives. He did not think it was done in order to sell the shares and make a profit. He thought their idea was that the concern might go on, and he had no doubt it was done in the hope that it might pull itself together again. That, however, could not excuse conduct like that of which the prisoners had been found guilty. When one reflected upon the position in life occupied by the prisoners, and the terrible example they set to others, it must be expected, when detection and conviction followed, that they would be treated with some severity, and he (the Judge) should be failing in his duty if he did not treat the case in that way. He looked upon Rothwell as the head and front of it. He could not imagine that Entwistle, with his subordinate position, would have conceived this thing for himself, and he must make a very substantial difference in the amount of the sentences.—The prisoner Rothwell, interrupting his Lordship, said he was not afraid of what the sentence might be. He had done his duty in the past, God knew. He would like to say to the Court openly that he had never spoken to Salkeld. For that company he had worked for the last ten years, and he had never received a penny, either in dividend, commission, or salary. He had worked night and day and had put into it his all. Eighty-five thousand pounds was pawned with the Union Bank, and the deeds of his house with Parr's Bank. He had never had a single penny out of the company since it began. He had a machinery business, which he had been at the head of for the last fifteen years, and which had brought him in £3,000 a year, and a shop in Market Street, Bolton, which had also brought him in £400 or £500 a year. What he did not expend in living—and he had lived quietly—went back again into the Rothwell Hosiery Company, and when the company went into liquidation two-thirds of the share capital was his. He had never tried to prop up the company, and he had tried to do what was just and honest. No interview had ever taken place between himself and Salkeld. He had never spoken to Salkeld about the stocktaking, and had never told him to increase or touch the prices in any shape or form. He (prisoner) had nothing to do with it, and he knew nothing about it, whatever the sentence of the Court might be.—The Judge said it seemed quite impossible to conceive that the stock book could be manipulated in the fashion it had without the knowledge of Rothwell. It was his duty to pass a sentence on Rothwell of eighteen months' imprisonment, with hard labour. Entwistle would be sentenced to nine months' imprisonment, also with hard labour.

NEW COMPANY.

Under the style of Peters, Shepherd, & Greaves Cycle & Sewing Machine Company, Limited, there was registered last month by J. Greaves, 137, Balfour Street, Oldham, a new company, with a capital of £400 in £1 shares. Its objects are to acquire and carry on the business of cycle and sewing-machine makers, repairers, agents and dealers, and spring, hinge, and press-work manufacturers, as now carried on at 116, Rochdale Road and Willowbank, Oldham, Lancashire. There are no articles of association.

CAUTION.

Whereas, in an action brought in the High Court of Justice (Chancery Division) by *THE SINGER MANUFACTURING COMPANY* against a firm who offered for sale Sewing Machines not made by *THE SINGER MANUFACTURING COMPANY* as "Improved Singer Machines" and "————'s Improved Singer Machines," Mr. Justice Romer gave judgment in favour of *THE SINGER MANUFACTURING COMPANY* and restrained the defendants from using the trade name "Singer" in any way calculated to deceive.

And whereas *THE SINGER MANUFACTURING COMPANY* have received from numerous dealers who have also wrongfully used their trade name "Singer" apologies and undertakings not to again use the name in a manner calculated to deceive, and have paid damages and costs,

Notice is hereby given that *THE SINGER MANUFACTURING COMPANY* will proceed against all persons using their trade name "Singer" contrary to the said judgment of Mr. Justice Romer or otherwise wrongfully.

GILBERT D. WANSBROUGH,
39, Foster Lane, London, E.C.
Solicitor to *The Singer Manufacturing Company.*

JOTTINGS

Bradbury's depot in Newgate Street, London, has just celebrated its twenty-first anniversary.

Mr. T. C. Cole, of the American Wringer Company, has just gone on a business trip to the States.

Mr. John Robson, after ten years' service with the Singer Manufacturing Company, mostly in Dundee, has just retired.

Mr. E. McNally, dealer in sewing machines, mangles, and perambulators, has just removed from Plymouth to 10, Don Street, Jersey.

Messrs. Junker & Ruh, of Carlsruhe, Baden, have just celebrated their twenty-fifth anniversary as sewing machine manufacturers.

Messrs. Biernatzki & Co., the well-known Lamb knitting machine importers, have removed from 44 to 118, Mansfield Road, Nottingham.

The Sterling Manufacturing Company, of Davis Street, Cubitt Town, London, E., have now got their new mangle factory in working order, and have commenced to deliver.

Mr. W. Dunkley, the well-known perambulator manufacturer, intends to apply for his discharge on the 8th inst., which we hope he will receive, it being four years since his bankruptcy.

The Singer Manufacturing Company have opened a warehouse in South-West Rose Street Lane, Edinburgh; also new branch offices at 186, Hunslet Road, Leeds, and 117, Albert Bridge Road, Belfast.

Mr. G. W. Garton, the proprietor of the Highbury Machine Company, has just added to his number of depôts by taking over the business lately carried on by Mr. J. Falahee at 22, West Green Road, Tottenham.

Messrs. Rowley & Grote, of Elberfeld, write us that they are prepared to treat with manufacturers of prams, with a view to acting as wholesale agents in Germany. They inform us that they have a number of travellers who periodically call on the German cycle dealers.

Messrs. John Stafford Anderson and Thomas Kingham Catchpool, trading as Anderson, Son, & Co., hosiery manufacturers, Liecester and Countesthorpe, also as the Universal Knitting Machine Company, Leicester, have dissolved partnership. Debts by J. S. Anderson, who continues.

We understand that Messrs. Robins & Perry, trading as Robins & Co., sewing machine dealers and jewellers, Clapham Junction, have dissolved partnership. Mr. Perry continues the business at the old address, and Mr. Robins has started a similar business on his own account at Battersea Rise.

A correspondent of the New York *Sewing Machine Times* makes the suggestion that dealers should get the manufacturers to supply them with a complete set of the parts of a sewing machine for exhibition in their shop windows. He thinks it would interest the public, and show them that it costs something to build sewing machines.

In consequence of Mr. Berridge's ill-health, the portion of the business of I. L. Berridge & Co. appertaining to shoe machinery manufacture, 9, Humberstone Gate, Leicester, has been disposed of to Messrs. Pearson & Bennion, Limited, of Union Works, Leicester, and London, who also take over the agencies for several sewing machines which the former company held. The business will be under the management of Mr. T. N. Driver, the late junior partner in the first-named firm.

At the Manchester Police Court, on July 26th, George Mitchell was charged with embezzling £15, the property of his employers, Jones' Sewing Machine Company, Limited, for whom he acted as canvasser and collector. Mr. Robson, who appeared for the prisoner, urged in mitigation that the prisoner had been in the employ of the prosecutors for upwards of eighteen months, and this was his first offence. Finally the prisoner was sent to gaol for one month with hard labour.

A novel defence was set up last month to the claim of Mr. A. Webster, in the Halifax County Court. He sued a man named Butterworth to recover £8 10s., being the price of a sewing machine he sold to the defendant. The machine was returned to him and a second one supplied, but this, twelve days' later, the dealer was asked to take back, which he refused to do. His Honour accepted the defendant's statement that the machine was only had on approval, and gave judgment against Mr. Webster.

A company has just been formed, under the name of "Keats Bros., Limited," with a capital of £40,000, to acquire and place under one management Keats Bros. & Co., Stafford (established 1885), and A. Batley & J. Keats, Lille and Paris (established 1889), manufacturers of boot and shoe machinery, to purchase numerous patents taken out by the Brothers Keats for a series of boot and shoe making machines, together with future improvements they may make in connection therewith. It is proposed to transfer the Lille business to Paris, and the vendors to remain in the service of the company. The valuations, &c., appear to be satisfactory, and the state of business also.

A HUMAN STORAGE BATTERY.

Henderson, N.Y., May 5th.—The latest wonder here is an electrical girl, Mary Birchall, who lives with her parents in a dilapidated frame house on the lake shore. One of her many alleged feats is that of transmitting a current of electricity to a sewing machine and a grindstone, causing them to run at any desired rate of speed. All the family sewing is performed on an old-fashioned affair driven from an electric current from the girl's finger tips, while the edged tools of the farm are sharpened on a grindstone revolved by the same force. She can light up a dark room at her will by her presence.

The most marvellous thing, however, about the feat is that human eyes have not been able to see where the light comes from. When producing the phenomena she seems to be charged with all the electric energy of a live wire, and it is extremely dangerous for a person to touch her. The atmosphere that surrounds her at such times repels and thus has saved many from injury. A large shepherd dog, owned by the family, rubbed his nose against her when she was transmitting force to the grindstone and received a shock that stretched him lifeless. In illuminating the cow stable one night a vicious heifer kicked the girl on the hand. Instantly the animal experienced a shock that paralysed a limb, and, not recovering afterward, it was killed by Mr. Birchall. Zeke Harris, who lives over at Six Town Point, came over to investigate the case the other day. He asserted his willingness to undergo the torments of the girl's power. He took hold of her and at once began to experience shocks. He did not withstand the ordeal long, and at the end of a few seconds he was unconscious.—*Sewing Machine Advance* of Chicago.

THE COLOURS OF PRAMS.

Messrs. Simmons & Co., the well-known perambulator manufacturers, have shown us a letter which they have received as follows :—

> At the request of my guide I write to ask you not to make black goods but curative colours, such as blue, violet, red, yellow (and white). Black is the symbol of death and decay; it came into the world through evil agency, and is against God's divine law. Your guides earnestly pray that you will help us in this important matter.
>
> Yours faithfully,
>
> Snowdrop.

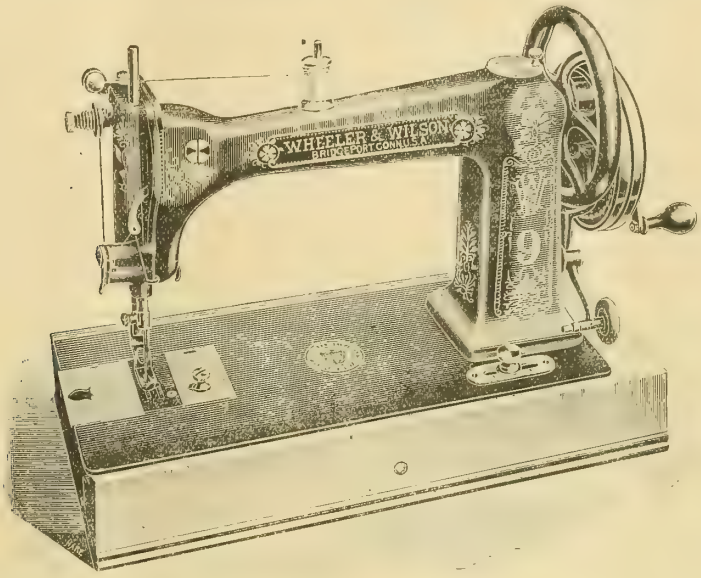
Messrs. Simmons asks us if we can discern the meaning of their correspondent. We are really unable to throw any light on the subject.

WANTED, INFORMATION *re* any sewing machine (past or present) with toothed feed, ring driven, with pinion on same shaft, a rachet wheel actuated by lever and pawl. Will any *employe* of Old Howe Company communicate with "Ratchet," care of the *Sewing Machine Gazette*, 28, Paternoster Road, London, E.C

A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

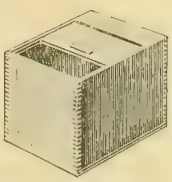
Lists in Preparation. **Enquiries Invited.**



THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin in Position.

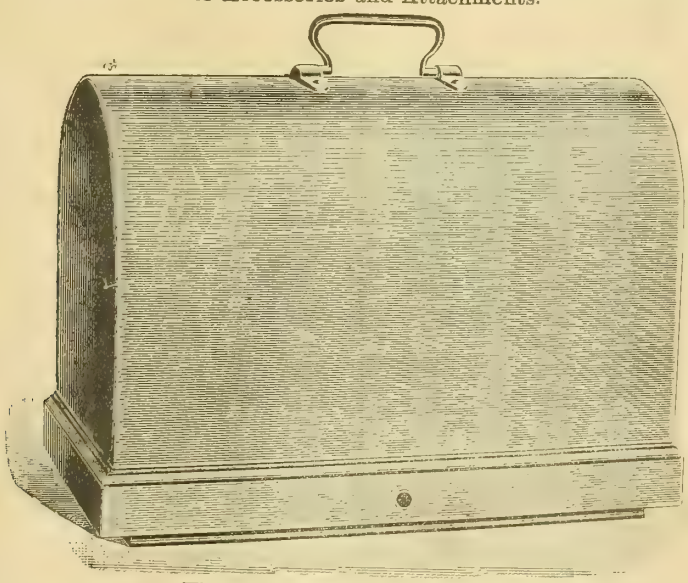


REVOLVING SHUTTER BOX.
For Accessories and Attachments.

THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin Out.



The Cover for above Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 *to* 11, *PAUL STREET, FINSBURY, LONDON, E.C.*

TRADE IMPROVING IN THE STATES.

The results of the sewing machine trade for the first half of 1895, says the Chicago *Sewing Machine Advance*, are quite encouraging, and the members of the trade are emerging from the gloom that has overshadowed them for some two years past. The general offices in this city (Chicago) all report a substantial increase in sales over the first half of the previous year, and a general toning up of the trade that places a cheerful aspect on the future, and preparations have been made or are under way for a more vigorous campaign henceforth. One of the offices reports that a recent month's sales equalled those of the largest previous month in the history of the office, which record was all the more extraordinary from the fact that the orders received were all small ones, none being for more than a dozen machines.

The trade in manufacturing machines has been excellent during the spring months, and the demand still continues in all lines. Manufacturers of clothing, boots and shoes, corsets, and many other lines have had all they could do to fill orders, and have imbibed such confidence in the future that they are making up stocks in advance, a thing that they have not dared to do since the panic of 1893 set in.

The voluntary advance in wages to their *employes* recently made by many large concerns through the country adds cheer to the general aspect of affairs, and if this sort of thing shall come to prevail generally it will do away with the distressing strikes that are usually resorted to to raise wages with a rising market and thereby materially hasten the progress the country is now making toward good times.

Surely it seems as though sewing machine men may soon begin to smile again.

(We might add that the sewing machine trade in the States was during last year the worst on record.)

BOARD SCHOOLS AND SEWING MACHINE INSTRUCTION.

At the School Board for London, on the 18th ult., the following took place :—

The responsible teacher of the Lauriston Road, Hackney, Evening Continuation Schools for female pupils having asked to be supplied with a sewing machine for use in connection with the dress cutting class, the School Management Committee considered the matter and came to the conclusion that the application should be granted. The estimate for it was £5 5s.

Mr. Davies accordingly made a motion to that effect.

Mr. Flood moved the previous question, which, on a vote being taken, was lost by 18 to 16.

Mr. Huggett moved as an amendment that the sewing machine should be supplied, provided its cost was covered by the fees for instruction. In his opinion this proposal was a mere piece of extravagance, and had nothing to do with education. He was anxious to see who were the Moderates who supported these proposals.

Mr. Cecil seconded the amendment, which was lost by 19 to 18.

Canon Bristow moved to add a further provision that the sewing machine should be used only by the responsible teacher, and this was seconded by Canon Ingram.

The Rev. J. J. Coxhead pointed out that this amendment gave the case of the opposition away, for it was made on purely financial grounds.

Canon Bristow offered to withdraw the amendment, but was not allowed to do so, and on a division it was defeated by 21 to 3.

Mr. Key moved, and Mr. Riley seconded, the reference of the proposed recommendation back to the School Management Committee for further consideration and report, but this was lost by 20 to 18, and the original motion was agreed to.

W. J. HARRIS & CO.'S ANNUAL OUTING.

On Saturday, July 20th, the *employés* of Messrs. W. J. Harris & Co., Limited (perambulator manufacturers, &c.), held their twelfth annual outing.

The party, of about sixty, accompanied by Mr. W. J. Harris, Mr. H. Harris, junr., Mr. R. J. Johns, Mr. Johns, junr., and Mr. Howell left the chief depôt, 219, Old Kent Road, S.E., at nine o'clock, in well-appointed brakes, and proceeded *viâ* New Cross, Lewisham, Bromley, Farnborough, Green Street Green, to Knockholt, Kent. At one o'clock the party partook of a sumptuous dinner at the Three Horseshoes Hotel, under the genial presidency of Mr. W. J. Harris, Mr. R. J. Johns being in the "vice."

After dinner it was proposed to have a smoking concert on account of the rain, which fell very heavily till about three o'clock in the afternoon.

Mr. R. J. Johns then rose and said he had to ask the company to drink the health of the chairman. Mr. Lowe, who had been Vice-Chairman for many years past, was not present, and he was called upon to take his place in proposing the toast. He was very glad to see so many present and to see the business grow as it did.

Rising to respond, the Chairman, who was most enthusiastically received, expressed his thanks for the way in which they had drank his health, and said it gave him great pleasure to be among them at these outings. He then went on to say that it was most unfortunate Mr. Lowe not being present, as he had made up his mind to come and he hoped that nothing had happened to him. He also stated that they had had an excellent season except January and February, which had been two very severe months. The accounts for January and February showed about £1,000 behind the corresponding period of last year, but they had made that amount up since, and hoped to have a better autumn. Any proposal that was made to him by anyone in the factory to increase their business he was always pleased to consider. He then added that a member of the firm had recently got married, and hoped he would soon make them busy in the perambulator trade.

Mr. Howard was next called upon by Mr. Harris to sing, and was deservedly applauded, and Mr. Harris then announced a very important item on the programme, viz., the toast of the visitors—Mr. Johns and Mr. Howell. He said that he did not think their outing would be complete without their visitors, as they had been present at these outings for so many years. Mr. Johns was a countryman of his, and they had both come to London together, and he was delighted to see him to-day. He thought that Mr. Johns had much to be proud of as he had gained a good position, and was known far and near, and he had done business with Mr. Johns for many years, and hoped to continue for many years to come. Then there was Mr. Howell, who was another old friend of his (Mr. Harris), and who has supplied cashmere, lace, etc., for many years. He was sorry they had not done so much business lately on account of selling more mail carts than prams, and the carts do not require so much cashmere, lace, etc., but he was very pleased to have Mr. Howell with him.

The health of Mr. Johns and Mr. Howell was then drank, and Mr. Hughes was called upon for a song, but wished to be excused, so Mr. Harris informed the party that all on the list had promised to give a song or stand drinks all round. Mr. Carter (steward) having sung, Mr. Howell rose to thank the company for the way in which they had drank his health, and said that he was very pleased to be with them on such an occasion and that he had served Mr. Harris with goods for many years now, and was sorry they were selling so many mail carts instead of prams, but hoped to do business with the firm for many years to come. Mr. Johns rose to respond, and said that he felt very grateful to them for drinking his health. He went on to say that he was very much indebted to Mr. Harris for his success in life, as Mr. Harris had always lent him a hand where he possibly could, and he thought there was nobody in the world he appreciated more than Mr. Harris. He next said that if he could make any proposal to Mr. Harris he would willingly do so, especially if it was anything he could sell him, also that he was very glad to be with them, and hoped to see the same faces at many more outings. Songs were then sung by Mr. Martin and Mr. Brooks. Mr. Harris then proposed the health of the steward. He said that he thought the duties of a steward must be very responsible indeed, and if you wanted to inflict a punishment on him you could not do better than give him a position as steward, also that he was very thankful, and hoped that the rest of the company was too, for the most successful way the steward (Mr. Carter) had conducted the annual outing, and hoped that he would remain steward for many years to come.

Mr. Carter's health having been drank, Mr. Penning was called on for a song.

Mr. Carter then rose to respond, and said : "Mr. Chairman and gentleman, I thank you most heartily for drinking my health; unfortunately, we have picked out a wet day this year, but the duties of stewardship cannot guarantee a fine day. Of course the duties I have to attend to in the office do not allow much time for anything else, but with the aid of my fellow clerks I have once again been successful in making the outing a success. We have collected enough to cover the expenses of the brakes and dinner and a surplus to the young ladies, who do not come to the outing. I think, therefore, that the very least we can do is to drink the health of the subscribers to the outing funds.

About seven o'clock the party mustered together for the return journey, which was ended satisfactorily about eleven o'clock.

T. B.

WINDING-UP OF A SEWING MACHINE COMPANY.

On the 1st ult., in the High Court of Justice, in *re* the Combination Lock and Chain Stitch Sewing Machine and Attachment Syndicate, Limited, a compulsory order was made by Mr. Justice Romer. The petitioning creditor appeared in person.

WHEELER & WILSON'S ART WORK.

The Wheeler & Wilson Manufacturing Company, as many of our readers are aware, were one of the first manufacturers to produce art work on the sewing machine. Of late years they have paid but little attention to this interesting business, but at their handsome and spacious showrooms in Cheapside, London, they have just re-established an art department.

During a recent visit we were shown by Mr. Dickson, the depôt manager, quite a fine collection of fancy articles, the firstfruits of the new art department comprising animals, landscapes, &c. The principal novelty, however, is a reproduction of an etching of one of the oldest streets in Chester. This was executed by Mrs. Isabel H. Butler, an American lady, who is also an accomplished artist with pencil and brush. Strange to say this lady, until a short time ago, had a strong prejudice against the use of the sewing machine for purposes of art. She was at length prevailed upon to make experiments herself, with the result that she is now quite an enthusiast as to the opportunities offered by the sewing machine for beautifying the home.

Mrs. Butler has now produced a number of very fine landscapes, and her best work is the one now on show at the Wheeler & Wilson Company's showrooms in Cheapside. It was executed on a Wheeler & Wilson No. 9, and measures 46 in. by 34 in. The material used was brown and white silk, and the most remarkable feature is the way the sky is produced. It is really impossible to convey in words an adequate idea of the merits of this work of art, and we strongly recommend our readers to examine it themselves.

THE PLATE LICENCE QUESTION.

Such of our readers as sell watches or jewellery should take note that the newly-formed National Retail Jewellers' Association are on the war-path against canvassing firms who sell these goods. They have taken up arms, it would seem, against the whole canvassing trade, also against those firms who use the club system. Their object, of course, is clear, viz., to try and get back for the regular jeweller the trade which has of late, to a large extent, gone to canvassing firms, and they hope to succeed in two ways: (1) by prosecuting canvassers and agents for not having a plate licence; (2) by insisting upon such canvassers taking out a hawker's licence.

As we have before stated, there exists much doubt in the minds of even legal authorities as to the licence question. One thing is certain, however, and that is that the employer requires to take out annually a plate licence, and this, by the way, is now due and should be at once attended to.

It is interesting to note that the Retail Jewellers' Association have already got the Government to issue a circular warning all persons in their service against accepting agencies for jewellery and watches under pain of instant dismissal. They have also started a campaign against the railway companies and other large employers of labour permitting their servants accepting such agencies.

The Jewellers' Association propose to take up a number of "test cases," also to notify the authorities of any instances of defrauding the Revenue which they may be able to discover. They are being aided by the Pawnbrokers' Societies, as the following show:—

PROSECUTION OF EMPLOYERS.

At the City Police Court, Manchester, on the 3rd July, two jewellers were summoned by the Inland Revenue authorities for selling plate without a licence.

Mr. C. H. Dennis, barrister, prosecuted.

The first defendant was Jacob Zachrinskie, Stocks Street, Cheetham, who admitted having sold a silver lever watch without a licence.

The defendant was fined 50s. and costs.

In the case of Samuel Litchenstein, Cheetham Hill Road, Manchester, the defendant sold a watch to a man for £7 10s., who was sent by the Inland Revenue officials.

For the defence, Mr. Cobbett said the defendant sent travellers out to take orders for gold and silver plate. No business whatever was done at his house where he kept the stock; only on the occasion which was the date of the offence was a sale effected on the premises. Since the proceedings were taken a licence had been obtained.

The Chairman remarked that there was no part of England where there were more jewellers who sent travellers out than the neighbourhood of Cheetham, and the Bench feared it was a common occurrence for plate to be sold without a licence.

The defendant was fined £10 and costs.

The initiatory step in prosecutions of this kind was taken by the Manchester, Salford, and District Pawnbrokers' Protection Society, likely information of a case being given to the Inland Revenue authorities, and the first case within a recent period was the one heard at Eccles some time ago.

The following prosecution recently took place on the initiative of the Jewellers' Association:—

PROSECUTION OF AN AGENT.

At the Ebbw Vale Police Court, before Messrs. Edward Phillips and M. J. S. Lyons, Thomas Emery, engineer, employed under the Ebbw Vale Steel, Iron, & Coal Company, Limited, was charged with dealing in plate without an Excise licence so to do.—Mr. J. C. Kenna, supervisor of the Inland Revenue Office, Merthyr, conducted the prosecution. The defendant was not legally represented.—In answer to the charge, he stated that he was not guilty of dealing in plate, and merely acted as an agent.

The Supervisor proceeded to read the Act of Parliament, but the Clerk, interposing, said the interpretation of the law could be safely left to the Bench. It would only be necessary for the prosecution to state particulars.

Mr. Kenna said that information had been received from Somerset House to the effect that several persons at Ebbw Vale were dealers in plate without the necessary licence. The Inland Revenue officers had been successful in detecting one by making a purchase, and from the evidence which he proposed to put before the Bench he was confident they would find the case proved, and he asked them to inflict a substantial fine.

Eugene O'Sullivan, Inland Revenue officer, Tredegar, said that on the 23rd of March he visited the house occupied by defendant, and inquired if he sold watches. Upon being answered in the affirmative, witness purchased a silver watch, for which he paid £2 5s., and was given a receipt drawn out in the defendant's name. At the same time he ascertained that the defendant had sold ten watches of a similar nature. The watch and receipt were here handed in to their Worships.

The defendant said he was an agent for Messrs. Starkey & Co., Newport, Monmouth. If the Excise officer had only waited he would have received a receipt drawn out in the name of the firm he represented. He here handed in another receipt drawn out on one of Messrs. Starkey & Co.'s billheads.

The Clerk: Supposing there is a firm called Starkey and Co., who are the holders of a full licence for dealing in plate, would it not be permissible for them to sell plate through an agent at Ebbw Vale?

The Supervisor: No; it is necessary for a licence to be procured for the house in which the plate is sold.

The Clerk: I only ask for my own information.

The Supervisor: I have nothing whatever to do with Messrs. Starkey & Co., it is with the defendant that I have to deal.

The Clerk (to defendant): Why did you not bring Messrs. Starkey & Co. here?

Defendant:—I wrote to them respecting the summons and thought perhaps they would send a representative to the Court. I have acted as their agent for some time, and if I have broken the law it has been done in ignorance.

The Supervisor again said he had nothing to do with Messrs. Starkey & Co. The watch, which was silver cased, had been sold by the defendant, and a receipt for the money drawn out in his name.

The Clerk: What I mean is, that if a firm employs an ignorant man to represent them they ought to suffer as well as their dupe.

The Bench asked defendant if he would like to have the case adjourned, in order to secure a representative of his firm.

The defendant said he did not think it would be of any service to him.

The Supervisor pointed out that there were several persons at Ebbw Vale who were dealers in plate without a licence; and it was necessary that the honest trader, who paid heavy rates and duties, should be protected as well as the Revenue.

The Bench, after a short consultation, said that a breach of the law had been committed, but believed that the defendant had acted in ignorance, and inflicted a fine of 40s. and costs, or fourteen days.

The Clerk, addressing the officers, said now they had a case in point, it would be well for them to follow it up.

Messrs. Cramer & Co. have been appointed sole agents in Liverpool for the well-known Æolian organs.

* * *

Messrs. John Broadwood & Sons have changed their telegraphic address from "Broadwood Sons" to "Broadwoods, London."

* * *

The business of Mr. A. Moritz, 28, Berners Street, has, we note, been lately turned into a limited company, the name being "Moritz, Limited."

* * *

We are glad to see that Messrs. Willcocks & Co., Limited, are doing an extended business at 21A, Berners Street, into which premises they have recently removed.

* * *

We observe that Mr. R. Fitzsimmons, piano manufacturer, after being established for six years in his old factory, has taken a new three-storied factory at 93, Elthorne Road, Upper Holloway.

* * *

Messrs. Dobson, Geering, & Goddard, from Broadwood's, have recently started in business on their own account, as pianoforte manufacturers, at 24, Ingrave Street, Falcon Road, Battersea.

* * *

We understand that Messrs. J. & W. A. Lee, Ivegate, Yeadon, York, musical instrument and general dealers, have dissolved partnership, Mr. J. Lee continuing the business on his own account.

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

THE BELL ORGAN & PIANO COMPANY, LTD.,
49, HOLBORN VIADUCT, LONDON, E.C.

HARROP'S
DOUBLE RALEIGH CAR.

Provisional Patent No. 11,203.

The Most Improved Combination in the Market.

BABY CARRIAGE AND MAIL CART COMBINED.

Convertible to 3 Positions.

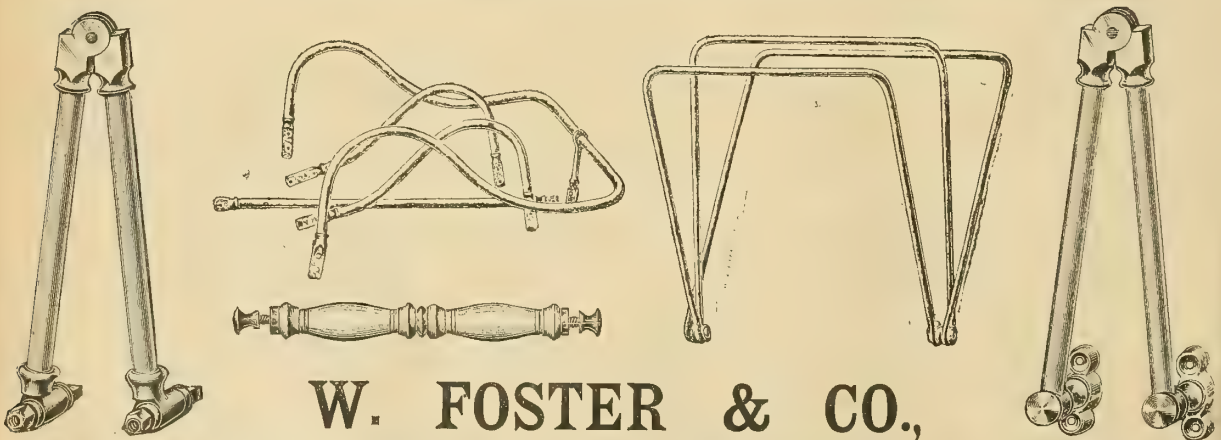


The demand for this Combination far exceeds any previous Sale.

All Dealers should handle this.

Lists sent on Application.

55, TIB STREET (off OLDHAM STREET),
MANCHESTER.



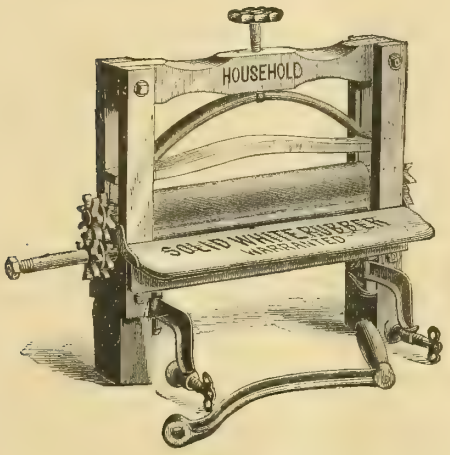
W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

The Largest Makers in the World of Perambulator Fittings.

THE

"HOUSEHOLD" CLOTHES WRINGER.



SPECIAL FEATURES.

The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

This Machine is now fitted with BRASS BEARINGS without extra charge.

QUALITY AND FINISH UNEQUALLED.

A few SOLE AGENTS required in Districts where not represented. Full particulars on application.

AMERICAN WRINGER CO.,

122, Southwark Street, LONDON, S.E.

PRAM TYRES.

We have a large Stock of TYRES ready for delivery, in $\frac{1}{2}$ in., $\frac{9}{16}$ in., and $\frac{5}{8}$ in. for Wheels 12 in. to 26 in. Price 10d. lb. 28 lb. lots at 9d.

Send size of wheels when ordering.

TYRE CEMENT, Extra Quality, 9d. lb.

OIL.

4 oz. Bottles		24s. 0d. per gross
$2\frac{1}{2}$ oz. ,,	...	18s. 0d. ,,
$1\frac{1}{2}$ oz. ,,	...	10s. 6d. ,,

NOTICE THESE CHEAP LINES OF

WRINGERS.

"STAR," Iron Frame, 10 in., 8s. 6d.; 11 in., 10s.; 12 in., 11s. 6d.

Champion, Iron Frame, 12 in., 11s. 6d.; 14 in., 14s.; 16 in., 16s.

Royal, Wood Frame, 10 in., 9s. 6d.; 12 in., 12s. 6d.

London Agents for TAYLOR & WILSON'S Celebrated MANGLES.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.

GENUINE AMERICAN

LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

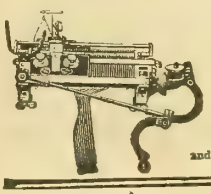


SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,

118, MANSFIELD ROAD, NOTTINGHAM.



NEW HARRISON SWIFT GOLD MEDAL

KNITTER

KNITS Stockings ribbed or plain GLOVES and CLOTHING in WOOL, SILK, or COTTON. INSTRUCTIONS FREE. Lists 2d. per post.

TRIUMPHANT AWARD at PARIS. The only WINNER in the WORLD of 4 GOLD MEDALS and 22 other Honours. HARRISON KNITTING MACHINE CO. Works: 48, Upper Brook St., Manchester.



Section

It has been decided to hold the Stanley Show during the last week of November. Mr. E. A. Lamb, 57, Chancery Lane, E.C., is the secretary, and if he contrives to make the exhibition as successful as last year, there will be no cause for complaint.

* * *

Mr. Harry S. Roberts, of Deanshanger, Stony Stratford, informs us that he has still a few agencies open; also a number of safeties to clear at reduced prices. As most of our readers are aware, Mr. Roberts has special terms to dealers who can do an easy payment trade, whereby they have not to use their own capital in the business.

* * *

A meeting of the creditors of the International Tyre Company was held at their works, Openshaw, Manchester, on the 12th ult., when a statement of affairs was submitted, showing a loss on trading from April 3rd, 1894, to June 22nd, 1895, of £39,211 17s. 11d. This, it was explained, was the result of sales which had been necessary in order to realise the stock, &c., at the depôts taken over by the company. It was unanimously decided that the company be voluntarily wound up.

Another new tyre is about to be brought to the public notice, the novelty of which is chiefly in the formation and material of the liner, it being made of narrow transverse slips of boot webbing—almost unpuncturable—sewn each to each, and edged with the same material and also with leather. When the tube is inserted the cover, being fitted with buttons and button holes, buttons up, and after inflation is easily fitted to the rims. The Cycling and Sports Association, Strand, have the tyre in hand.

* * *

An electric pace-maker has just been designed by Mr. C. R. Culver, well known to cycling Americans. It runs on three pneumatic-tyred wheels, is 700 lbs. in weight, and is actuated by an electric motor of 3 h.-p. Its height is five feet and length eleven feet, and it has a pointed cylindrical cover, open at the back, in which the cyclist can ride. The operator sits on the front, looking through a window for steering and managing the machine. By means of this invention it is said the mile straight-away record may be reduced to a minute.

* * *

Mr. H. J. Lawson, writing in a contemporary with respect to the invention of safety cycles, states that all his safeties built at Brighton in 1879 had direct steering posts; that it was to improve the machine by removing the stooping position that he built his Coventry machines with link connections; and that a patent of his for a machine with direct sloping steering taken out in 1884 has the distinction of being the first in the field. He further adds that from 1879 to 1885 he was constantly riding publicly in Coventry on safeties with direct sloping steering posts.

* * *

A new cycling novelty, the "Psycho Sea Serpent," was recently shown in the Midlands, specially designed and built by Messrs Starley Bros. Its novelty is its length—the frame being practically a 12 ft. length of tubing, with an 18 inch steering wheel in front and a driver of the same size, geared to sixty inches, in the rear. It is about the same height as the ordinary safety, and the rider sits in the centre of the construction, and steers by means of a long connecting-rod attached to the handle-bar, whilst the gearing is double, thus avoiding excessive sag in the chain and excessive size in the gear wheels. The machine weighs a little over 40 lbs., and is said to run with great ease and to be wonderfully free from vibration.

* * *

A new thing in the way of tyre invention has just been brought out in the shape of a "self-sealing" inner tube, by the Patent Self-sealing Syndicate, Limited, 71, Temple Row, Birmingham. Its construction is as follows:—A length of ordinary tube is first tightly stretched both longitudinally and transversely over a mandril, and while in a state of tension a length of rubber, *unstretched*, is vulcanized along the inside of the air tube. This being completed, the air tube is released, with the consequence that the strip of unstretched rubber is greatly compressed by the other strip which has resumed its normal state, and so punctures from almost any cause are thus overcome as the contractile influence which the inner strip exercises over the tube closes such up automatically. A large number of influential firms are included in the syndicate.

* * *

At the Bridgnorth County Court last month, before his Honour Judge Harris Lea, Messrs. W. Jones & Co., cycle and sewing machine dealers, Waterloo House, Bridgnorth, sued Joseph Francis, bicyclist, Highley, for the balance of an account for a safety bicycle and repairs to same.—Mr. T. C. Meyrick, traveller for Messrs. W. Jones & Co., stated that the defendant had exchanged one machine for another, and as the defendant was thrown off going down a hill, the machine was brought to be repaired. It had been thoroughly repaired and enamelled throughout.—Defendant said that he objected to the item of £3 14s. 6d. for repairs, which, he contended, were never done.—His Honour called upon plaintiffs and defendant to hand in accounts, which they did, and after his Honour had examined them, he said that the charge did not seem to be unfair, and there would be judgment for the plaintiffs for the amount claimed.—Defendant replied that he was only getting 9s. or 10s. per week.—His Honour thereupon made an order for 5s. a month.

* * *

A new speed indicator has just been placed on the market by the Cycle Components Manufacturing Company, Limited, Birmingham. The mechanism is contained in an egg-shaped case surmounted by a small round casing containing the indicating dial. The pulley—which is worked by a band from a pulley on the front wheel—is fixed on the mainshaft, at the other end of which a disc is soldered holding the one end of two double hinges terminating in a line disc, traversing the mainshaft and responding to the operations of the hinges. The velocity of the pulley, transmitting its motion along the mainshaft to the disc to which the hinges are affixed, causes the hinges to arch outwards from centre line of the shaft, and, in thus drawing themselves up, bring the line disc along the shaft nearer to their centre of motion. The action is simplicity itself, and there is, practically, no complication in the way of the gearing at all, and, moreover, it is easily fixed to the machine by a hinge joint and thumb-screw to the handle bar and to the front wheel, so as to obviate the necessity of taking out the front wheel. It indicates from one to twenty-five miles an hour.

THE "DAYTON" BICYCLE.

We recently stated that the Vertical Feed Sewing Machine Company had started a cycle department, and would call their machine the "Dayton." The *Sewing Machine Advance* informs us that the company have set up a plant of the best and most modern machinery for wheel making, and the plant is in charge of an accomplished mechanic, who is a thorough expert in the art of building wheels. The "Dayton" is a strictly high grade wheel; the same care being exercised in its construction as prevails in the sewing machine department of the works, which has long been famous for the excellent workmanship of its products.

At their very start in wheel building the company took a position in advance of the art; having adopted for the frame of their wheel the large tubing which was at once adopted by cyclists as the latest fad in cycledom, and which will be all the rage next year with builders. Hence their present construction is the model for 1896, and this season's purchasers of the "Dayton" will be strictly up to date for two seasons at the least, which is something to consider in view of the bringing out of new models year by year, as fashion is a potent factor in the desirability of a wheel.

The "Dayton" wheel is already in great demand, and the output of the works is being increased as rapidly as possible to meet whatever demands may come.

Failures and Arrangements.

ROBERT HODGKINSON, trading as Robert Hodgkinson & Co., machine dealer, Trinity Street and Foundry Street, Hanley.

A deed of arrangement, dated June 26th, was filed in the above on the 3rd ult. The total liabilities amount to £4,334 11s., of which sum £1,103 are secured, and the balance of £3,231 11s. unsecured. The net assets consist of book debts, stock, and furniture, and are estimated by the debtor at £2,237. In the list of creditors we notice the following:—

	£	s.	d.
Baer & Rempel, Bielefeld	40	0	0
Bradbury & Co., Limited, Oldham	65	0	0
Cherry Tree Machine Company, Blackburn ...	626	0	0
Hirst, B., & Sons, Halifax	125	0	0
Jones' Sewing Machine Company, Limited, Guide Bridge	292	0	0
Summerscales, W. S., & Sons, Keighley ...	79	0	0
Wheeler & Wilson Manufacturing Company, London	555	0	0
White Sewing Machine Company, London ...	171	0	0

THOMAS REID, dealer in furniture, perambulators, &c., 129 and 131, George Street, Aberdeen.

A trust deed has been granted in the above. Among the creditors are the following:—

	£	s.	d.
Gough, J., & Co., Manchester	65	0	6
McEwan & Co., Stirling	23	4	0
Midland Perambulator Company, Birmingham...	22	18	6
More, Walker, & Co., Edinburgh	9	12	0
Scott, Peter, Edinburgh	12	0	0
Star Manufacturing Company, London ...	28	16	9
Victoria Manufacturing Company, Glasgow ...	5	2	9
Wells & Company, Birmingham	26	19	0

THOMAS SAUNDERS, sewing machine dealer, 107, Wellington Road, Dudley.

A first and final dividend of 4s. 6d. in the pound is now being paid at the Official Receiver's, Dudley.

G. J. GAY, cycle and domestic machinery dealer, Winchester.

The above has been adjudicated a bankrupt. At his public examination last month the Official Receiver objected to the details he had supplied as to his position, also as to his liabilities and assets. In the course of the examination it transpired that the debtor had been in the habit of pawning his stock and selling the tickets. He was ordered to supply further details as to his business in time for the August sitting of the Court.

HEINRICHS & CO., bamboo pram manufacturers, 133, Old Street, E.C.

A receiving order has been granted in the above.

RUFUS BERRY, mangle maker, Keighley.

In the above matter, the debtor at the public examination stated that the cause of his failure was the reduction in the price of mangles. He was in partnership with Mr. Butterfield, but that was dissolved, and shortly after there were reductions in price to the extent of 4s. 6d. per machine, and as he made 200 machines a month this meant £25 per month less profit, and this, with a further loss, £477, by bad debts, had crippled his finances.

Patents

The following list has been compiled expressly for this journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

11,784. M. Von Laaba, for a combined cutting out, stitching, or tacking machine.

11,868. F. A. Wing, button sewing machine.

12,044. H. Manning, for an improved sewing machine.

12,230. J. Gilman, for improvements in the holding or supporting of cards of silk or thread upon sewing machines.

12,239. J. H. Scott and J. Roebuck, for improvements in or relating to circular knitting machines.

12,250. H. Liebert, for improvements in knitting machines.

12,259. W. H. Inslee, a communication from The Singer Manufacturing Company of United States for improvements in drop stands for sewing machines.

12,397. H. Wildt, for improvements in the manufacture of knitted fabrics and in machinery or apparatus therefore.

12,423. J. A. Claringburn, improvements in and applicable to knitting machines.

12,802. D. Richards, for improvements in sewing machines.

12,898. T. Riedinger, for an improved device for fitting needles into sewing machines.

Abstracts of Specifications Published.

(Price 8d. each.)

13,694. *Sewing Machine.* P. A. Newton, The Keats Maschinen Gesellschaft of Frankfort a/M. Germany. Dated July 16th, 1894.

The improved sewing machine, intended principally for boot, shoe, and other heavy work, has a circular shuttle mounted in a divided horizontal ring and placed above the workplate or horn. The machine is fitted with a feed, which consists broadly of a feeding arm having a toothed foot and pressing upon the work at the proper moment, the arm being pivotly mounted on a rising and falling bar secured to the head of the machine for the purpose of imparting a four-motion feed to the presser-foot.

14,230. *Feed Mechanism of Sewing Machines.* J. White, The Sewing Machine Syndicate, Wellingborough, Northts. Dated July 24th, 1894.

Consists of an improved arrangement of mechanism for varying the amount of the feed, and for enabling the feed movement to be readily reversed for tying off at the end of a seam.

14,438. *Sewing Machine Shuttles.* A. Anderson, a communication from The Singer Manufacturing Company of New York. Dated July 27th, 1894.

Relates to that class of shuttles adapted to oscillate in circular shuttle races, and the invention has for object to provide a thin shuttle more particularly intended for use in multiple sewing machines in which it is desirable to employ a number of closely-placed shuttles.

14,439. *Sewing Machines.* A. Anderson, a communication from The Singer Manufacturing Company, of New York. Dated July 27th, 1894.

Relates to sewing machines of the class known as gang-needle machines, in which a plurality of needles are used in conjunction with a plurality of shuttles to simultaneously sew a number of rows of stitches. The improved machine comprises the usual bed-plate with overhanging arm and mechanism for operating the needle bar and shuttle driver. The hinged or pivoted bed-plate is combined with a two part shuttle race adapted to receive a series of shuttles, one part of the shuttle race being fixed relatively to the bed-plate, and the other part being pivoted to the fixed part. Means are provided for locking the hinged part in the working position.

14,480. *Transmitters Specially Applicable for Sewing Machines.* J. White, of Wellingborough, Northts. Dated July 27th, 1894.

The object is to provide a transmitter that can be readily fixed in any desired position, so that one transmitter shall be applicable to all classes of driving that can be easily kept in gear without useless expenditure of power that shall leave the machine perfectly free to be examined and that shall enable the speed to be varied, be simple, efficient, and not liable to get out of gear.

5,239. *Sewing Machine Needles.* E. J. Coombe, of Honiton, Devon. Dated March 12th, 1895.

The needle has a spring formed with an eye to catch over a projection, and when the needle is to be threaded, the thread is pressed between the spring and the projection and down to its place at the point of the needle. Instead of an eye an indent or recess may be formed in the under side of the spring.

7,587. *Sewing Machine for Lasting Boot and Shoe Uppers.* S. Hey, a communication from E. B. Slaven, of Boston, Mass., U.S.A. Dated April 16th, 1895.

Consists of a simple and efficient machine for securing uppers to the soles of boots and shoes during the operation of lasting by means of stitches connecting the upper to the sole.

United States Patents.

Issued and Dated June 11th, 1895.

540,675. J. M. Merrow, Mansfield, Conn. Sewing machine.

540,676. J. M. Merrow, Mansfield, Conn. Sewing machine.

540,812. G. L. Gray, Chicago, Ill. Connecting device for sewing machine attachments.

540,823. A. S. Wass, Bloomfield, and S. A. Davis, Newark, N. J. Stand for sewing machines.

540,836. T. K. Keith, Boston, Mass. Sewing machine for lasting boots or shoes.

540,907. G. H. Dimond and W. F. Deal, Bridgeport, Conn. Trimmer mechanism for sewing machines.

Issued and Dated June 18th, 1895.

541,084. J. Forman, Cohoes, N.Y. Striping attachment for latch needle rotary knitting machines.

541,106. J. M. Merrow, Mansfield, and J. T. Collins, Hartford, Conn. Sewing machine.

541,406. L. N. D. Williams, Ashbourne. Knitting machine bar or cylinder.

541,407. L. N. D. Williams. Extra thread feeding device for knitting machines.

541,425. B. M. Denney, Camden, N.J. Circular knitting machine.

Issued and Dated June 25th, 1895.

541,474. P. Diehl and T. Kraemer, Elizabeth, N.J. Drop stand for sewing machines.

541,479. H. H. Fefel, New York, N.Y. Sewing machine.

541,492. L. Muther, Oak Park, Ill. Needle-guard for sewing machines.

541,493. L. Muther. Guide foot for sewing machine.

541,518. R. G. Woodward, Waukegan. Looper for sewing machines.

541,554. T. Kundtz and R. Kosch, Cleveland, Ohio. Sewing machine cabinet.

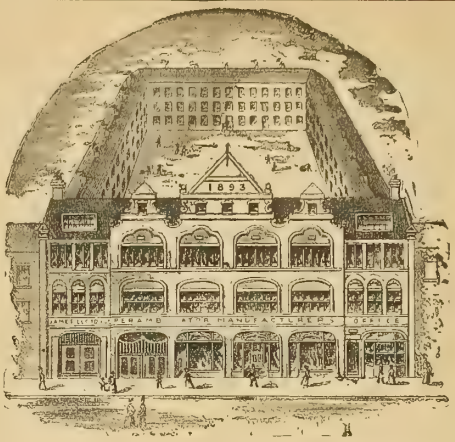
541,555. T. Kundtz. Sewing machine cabinet.

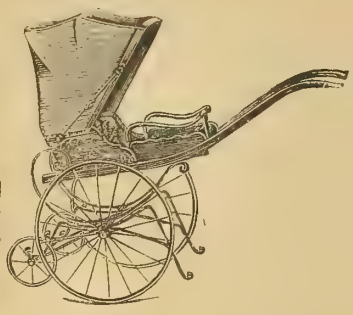
A SEWING MACHINE PATENT CASE.

ENGLISH AND AMERICAN MACHINERY CO., LTD., v. UNION BOOT AND MACHINE CO., LTD.

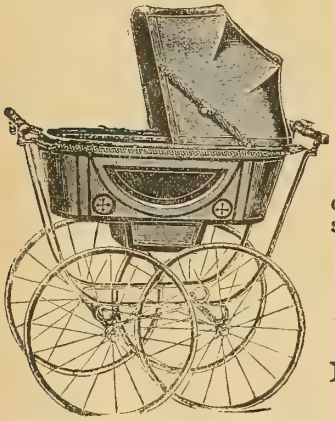
Mr. Justice Stirling, sitting in the Chancery Division, had before him, on the 24th ult., an adjourned summons in this action, which was tried before Mr. Justice Romer in February, 1894.—Mr. Moulton, Q.C., and Mr. A. J. Walter appeared for the defendant company, who took out the summons, and Mr. Bousfield, Q.C., and Mr. Roger Wallace appeared to oppose the application.—Mr. Bousfield suggested to his Lordship whether, as the case had been tried before Mr. Justice Romer, his Lordship would prefer that this question relating to damages should be also decided by Mr. Justice Romer, who fully informed himself as to the various parts of the machine.—Mr. Moulton said it was a very small matter, which was not decided by Mr. Justice Romer's judgment.—His Lordship having elected to hear the arguments, Mr. Moulton said it was a question as to the measure of damages for infringing the letters patent for a forked looper in a boot sole-stitching machine. This looper is a forked finger, a moving part, which put the thread into the hook (or open eye) of the needle as it descended at each stitch through the pierced leather. The learned counsel explained that this was an admitted improvement on the loopers formerly used, because the needle, fed by the forked looper, could work much closer to the "uppers" than the old looper, which if worked too near the leather was liable to damage the "uppers." The infringement action succeeded; the injunction was obtained in February, 1894 (the patent for the forked looper expired in October, 1894), and an inquiry was directed to ascertain the amount of damages. The chief clerk at that inquiry based the amount of damage upon the basis of an out-and-out sale of machines. It was found that within the period of the infringement the defendants sold nine machines; the gross profits of one machine was ascertained, and that sum he had multiplied by nine, and so arrived at the amount awarded. He submitted that that basis was wrong. The plaintiffs had given no proof of damage suffered; they did not sell their machine outright, but charged a premium of £75 (the whole, or at least the bulk of which was expended in the manufacture of the machines, and therefore was not profit), and stipulated for a royalty of twopence halfpenny on each thousand stitches worked for a term, after which the boot manufacturer, by payment of £5, could become the owner of the machine. Therefore there had been no such damage suffered by plaintiff company as the chief clerk had found. He had awarded the plaintiffs £1,000. A number of affidavits were made by Mr. Moulton in support of his view, which were answered by other affidavits on behalf of the plaintiffs, read by Mr. Bousfield.—Mr. Moulton then commented on the evidence, and argued that the measure of damages was trifling, because this patent referred to only one small part of a machine, which was a very valuable machine, composed of a large number of other patented parts, and performed all kinds of sewing.—Mr. Walter also addressed the Court for the defendants.—Mr. Bousfield, on behalf of the plaintiff company, contended that it was solely due to the presence of this forked looper that the defendant company had been able to sell these nine machines, and that if they had not infringed then the plaintiff company would have sold nine of their machines, and were, therefore, fairly entitled to the whole profit they would have made by such sales. The learned counsel exhibited a shoe, and explained to his Lordship the particular advantage of the forked looper in enabling the sewing of the sole to be done close up to the upper leather. He submitted further that the action of the defendants in selling infringing machines had brought down the price of the plaintiff company's machines, for which in the early days of the patent they got as much as £250. He submitted further that the fact that 1894 was the last year of the patent instead of minimising the amount of damage, as his friend had suggested, it had been held that an infringement inflicted heavier damages in the last year of a patent than at an earlier period; and he referred to a case in which an infringer was preparing in the last year of an expiring patent to flood the market with the infringing article as soon as the time had expired, where it was held that the wrong was enhanced by the infringment under those circumstances, and not only was an injunction granted but the infringer was ordered to deliver up the infringing articles he had made.—Mr. Roger Wallace was also heard on the same side.—Mr. Moulton having replied, his Lordship deferred judgment.







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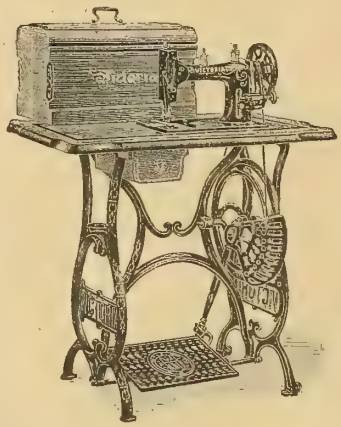
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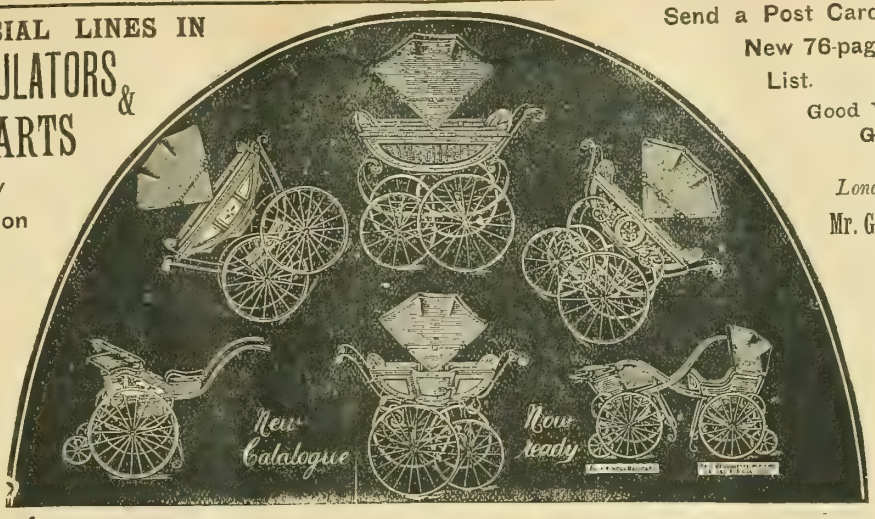
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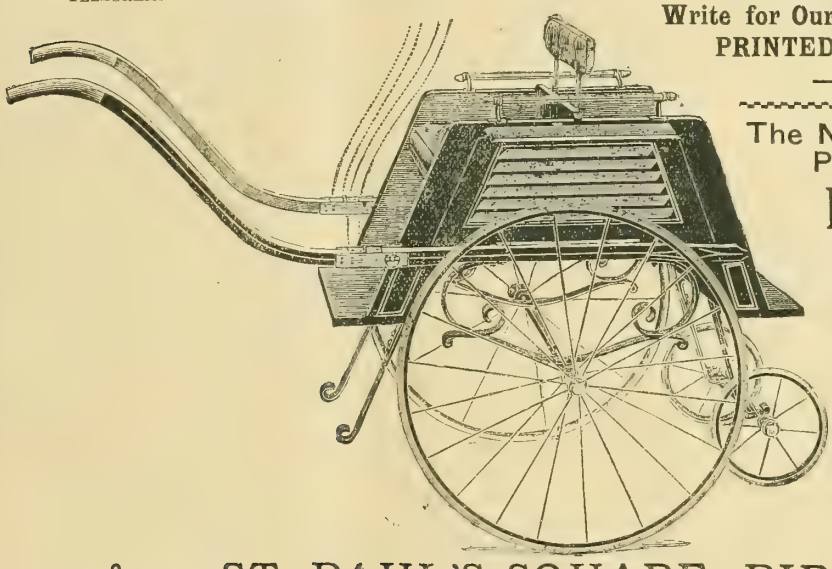
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(See page 32 for other advertisements.)

THE JOURNAL OF DOMESTIC APPLIANCES AND SEWING MACHINE GAZETTE.

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THE HIRE TRADERS' GUIDE AND RECORD.

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Editorial Notes.

Hawkers' Licenses.

As will be seen elsewhere, the canvasser of a sewing machine company has been heavily fined for selling sewing machines without a hawker's license. In this case the machines appear to have been sent out in a cart, and as orders were obtained the machines were instantly delivered to the hirer. Apparently the Excise authorities are "on the war-path," and, therefore, our readers should clearly understand that, should their canvassers take orders and deliver the goods at one and the same time, there is a great danger of being fined unless the canvassers possess the required license.

Jones' Dividend.

Judging from the balance-sheet of Jones' Sewing Machine Company, Limited, the British sewing machine trade is on the improvement. Six per cent. for the half-year is no small return considering the present cheapness of money, and we sincerely hope that it will be maintained during the ensuing half-year. It may be somewhat consoling for the shareholders in English companies to know that, although the American companies have no competition to fear from Germany within the borders of the States, they have had a very bad time during the past two years; indeed, we are informed by authorities that last year's trade was the worst on record. It seems strange that contemporaneously with the recognition of the sewing machine as a domestic necessity the manufacturers should decrease in number and prosperity. This fact is not open to dispute, but why it should be so appears to be a problem which none at present can solve. We might add that our last advices from America are to the effect that all the sewing machine factories are now working full time.

Sewing Machines and Cycles.

The American sewing machine companies appear to be following the lead set by Europe, so far as regards the cycle industry. As most of our readers are aware, the manufacture of cycles was originated in this country by a sewing machine company, and others, notably the St. George's, the Howe, and more recently the Eclipse and the Bradbury Companies, started cycle departments. In both Germany and France the leading sewing machine manufacturers are now also making cycles. The United States sewing machine manufacturers have been the last to go in for cycles, but a change is fast taking place. The "Weed" Company were the first to take the plunge, followed by the Davis (Vertical Feed) Company, and now we hear of the White Sewing Machine Company, of Cleveland, Ohio, making arrangements for an extensive cycle trade.

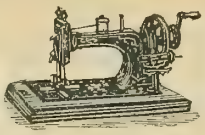
It might here be stated that America is only just waking up to the fact that cycles have "come to stay." Hitherto the "Yankees" have been slow to adopt the wheel, but the past season has shown that they will in a very short time get in line with the rest of the civilised world. As we have before stated, sewing machine manufacturers possess advantages over most other branches of trade for the manufacture of cycles, and we feel sure that we can predict for the Davis and White Companies a large measure of success for their new departments.

SPECIAL NOTICE.

There are three ways of obtaining the *Sewing Machine Gazette*: (1) By subscribing direct to the office 3s. 6d. for twelve months; 1s. 9d. for six months; or 1s. for three months, in all cases post free.

(2) By sending fivepence each month for a copy, post free.

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Section

HINTS TO SEWING MACHINE AGENTS.

(A New System of Canvassing.)

Canvassing is an absolutely indispensable part of every agent's work. I have no hesitation in saying that there are very few, if any, who really like canvassing. But it must be done, and done regularly and thoroughly, by every agent who intends to remain in the trade and succeed. I have yet to meet the man who is obliged to work but who finds some part of it not distasteful to him. If every man who found a part of his work unpleasant gave it up on that account, why all the world would soon be out of employment.

When you feel inclined to waste your time (or more correctly speaking, your employer's) in going to a few back calls, or following up a few almost worthless prospects, instead of settling down to some earnest canvassing (because you do not like it), look around amongst your friends or acquaintances, and I venture to predict that you will not look long nor far before you will see many whose work would be equally or even more unpleasant than your own. If you never settle down to an occupation till you obtain one that will be altogether in harmony with your tastes I am afraid that your hopes will not be realised just yet.

The non-success of the great majority of men might be traced to their aversion to canvassing. A man's success depends not only on the time he devotes to canvassing, but on the system which he adopts. There are two systems, known as the "Old System," and the "Directory System."

I wish it to be distinctly understood that I am not about to advance views on a new and untried theory, but advocate a system that I have had several years' practical experience with. I therefore claim to know something of the subject whereof I am speaking. I may say, moreover, that I am not writing in the interests of any one particular firm. My object is simply to give to those now in the trade the benefit of my experience, and explain a system of canvassing that if properly understood and thoroughly worked will certainly prove a valuable help to all who intend to continue in the trade and succeed.

The "Old System" may in a few words be described as follows:—The agent who still prefers and works on that system begins at a certain part of his district, and proceeds from house to house, and street to street, till he has canvassed the whole of his territory, and when he arrives at the end of it he knows very little more concerning the people and their requirements than he did when he started. I grant he may have done some business, and booked a few prospects, but that is all that can be said for the "Old System."

But with the "*New System*" it is quite different. There is a very great deal to be said. Assuming that you are an agent in receipt of a salary and commission, and that you have charge of a certain district in town, or so many villages in the country, and that your duties consist in collecting the hire payments due on accounts entrusted to you, and spending the remaining portion of your time in soliciting orders, etc., I strongly recommend to you the "Directory System." If after reading what I have to say about it you are inclined to adopt it, proceed as follows:—Purchase a penny memorandum book, on the top of first page put the "date," then the "name of street" you decide to canvass. Suppose, for example, there are fifty houses in the street, enter the number of each in the order in which you come at it; allow three or four lines for each house. In the above space you will have plenty of room to enter number or name of house, name of resident, maker of machine (if any), its age and condition, and prospect of new business, remarks respecting prospective customer's relatives, income, employer, trade or profession, friendly society and assurance company they are connected with, &c.

Then go from house to house, and street to street, till you have canvassed the whole of your district. I imagine I hear you say, "It would be impossible, or at least very difficult, to obtain the above information, and when

obtained it would be of little or no value." But I ask it as a favour that you will carefully read and consider what I have to say with regard to "ways and means" of getting the information, and then how to turn it to good account, before you give your verdict.

"WAYS AND MEANS."

A good many names can be got from public registers; any "boy" or "girl" who has lived in the street for some time will give you the names of almost every person in it for a penny; or, to be independent of the above, go to the lady who resides at No. 1 (if you don't know her name) and say, "Good morning, Mrs. Jones!" She will probably say, "My name is not Jones, it is Johnson." If you fail, her neighbour of No. 3 will tell you, and the occupier of No. 5 will give you the name of the person who lives at No. 3, or you will not go very far before you meet the "lady" whose business it is, apparently, to know everybody else's business, who will gladly give you the benefit of all she knows respecting her neighbours. Make a special note of this type of person; they will often give you information respecting prospective customers that will enable you to decide whether to supply them with a machine or not. By adopting the above and similar tactics you will generally get the knowledge you desire.

You will not get all the information you need on your first visit, but what you get the first time round will help you to gain more the second, and so on till you have obtained all the information you need. Have your "note-book" conveniently placed between a few price lists; make your entries while passing from one call to another. Use a soft lead pencil (with a piece of good indiarubber fixed to the end of your pencil holder), so that any alteration can be easily and quickly made. If you can write shorthand so much the better; if not, for the sake of economy of time and space, adopt a system of your own. Let certain "letters" stand for different makes of manufactures, &c.

For instance, let "P." stand for prospect, "G. P." for good prospect, "P. Ex." prospect of exchange, "S." for Singer, "J." for Jones, "B." Bradbury, "W." White, &c. Any abbreviation will do if you can understand it readily. Now let us suppose that you have canvassed a street with fifty houses in it, and have obtained the names of residents, makers of machines, their ages and conditions, &c., and the results are up to now ten "Singer's," nine "Bradbury's," two "Jones'," four "White's," four "Howe's," eleven "Wheeler & Wilson's," and ten householders without machines.

HOW TO UTILISE THE INFORMATION.

Having pumped Mrs. "Gad-about" concerning Mrs. "Undecided," and learned that if she could be persuaded to order a machine she would prove a good customer, you go for Mrs. "Undecided" with increased knowledge and renewed hope. Agent: "Good morning, Mrs. 'Undecided,' have you made up your mind to have a sewing machine yet?" Mrs. 'Undecided': "No, not quite." Agent: "Well, now, you cannot do better than order one to-day; your neighbour, Mrs. 'Critical,' says she has no fault to find with her machine; it will seam, quilt, hem, fell, tuck, cord, braid, bind, trim, and perform every description of sewing. Mrs. 'Hard-to-Please' says she is delighted with hers. Mrs. 'Love-Leisure' says it is surprising what *time* and *labour* a machine will *save*. Mrs. 'Postpone' has only one regret, and that is that she did not get her machine years ago. Mrs. 'Force-of-Habit'* says she has had her machine twenty-two years, and would rather part with her husband than the machine. Mrs. 'Utility' has had her machine ten years, and would rather part with her bed than the machine. Mrs. 'Loath-to-Praise' says she cannot speak too highly of her machine, and recommends all her friends to get one like it. Mrs. 'Hate-to-Sew-by-Hand' has done all the stitching required for a large family for years, and declares it is as good as ever. Mrs. 'Value-for-Money' says her machine has done good service for many years, and she would not sell it now for what she gave for it. Mrs. 'Invest-well' says her machine has recouped its cost ten times over since she got it ten years ago."

Mrs. "Undecided" having heard from the agent what her neighbours have to say about their machines, says: "Well, I have been thinking about it a long time; you may bring me one." Whereupon the agent smiles, thanks her, indulges in a little pleasant conversation, then departs, saying to himself, "I thought it was a waste of time getting the names and particulars of those who are already supplied, but I see I have been greatly mistaken."

The names, makers of machines, &c., will not be got without time, patience, and perseverance, but when once obtained there will not be a day, nor even an hour, when that knowledge cannot be turned to good account. In each case where you have a good prospect it is wise to make a special effort to get the name, employer, trade or profession, income, names and addresses of relatives, &c., &c. Very frequently the above information is more easily obtained before the order is taken than after, and it will help you to determine the value of the prospect, and to trace them if they change their address before or after the order is taken.

This "system" may be objected to because so many changes are constantly taking place, and, therefore, it would be impossible to have an absolutely correct "directory." But that does not prove the "system" to be of no value; on the contrary, it clearly shows that such a system is very desirable. To cope with the above successfully, immediately a removal has taken place ascertain where they have gone, look up your "directory" book for that part of your district, and make the necessary alteration at once.

This is the only system that will enable you to keep abreast of the changes taking place, and will to a great extent do away with such humiliating experiences as the following:—

Agent calls upon Mrs. "Often-met," and, while waiting for her to respond to his knock, he straightens his neck-tie, gives his moustache a final twist, and on her appearance "smiles as though he had seen the last of his mother-in-law," and talks to her as pleasantly about the weather, &c., as if she were an old friend he had not seen for years, and then says, "May I have the pleasure of selling you a sewing machine? I represent ———." Mrs. "Often-met" (who while he has been talking has been struggling to keep her temper) says, "No! certainly not, I have told you at least a dozen times that I have a sewing machine and don't intend to change it; therefore I shall thank you not to call here any more," and shuts the door in his face. What had been the cause of her *ill humour* he could not tell. Perhaps the oven had got too hot and burnt the bread, or the cat had walked across the hearth before it was dry and left its footprints on the floor, or a neighbour's dog had worried one of her most promising chickens; or her little girl had come in with her last clean pinafore dirted, just as she had decided to put the washing off till next week; or Mrs. "Eclipse-her-neighbour," has just got a new sitting-room suite of furniture that knocks hers completely into the shade.

However that may be, he continues his canvassing, but a considerable time elapses before he gets over a reception of that kind. The Directory System, if it does not do away with it entirely, at least will considerably reduce it. And for that reason alone it is well worth a trial.

* The remarks of Mrs. "Force-of-Habit" and "Utility" are not what I have imagined, but what I have heard.

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours' notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best-finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—ADVT.

DOMESTIC MACHINE and FURNISHING DEPÔT,

In Main Thoroughfare, London, W.

OLD ESTABLISHED. CASH AND HIRE SYSTEM. LOW RENT. LET OFF £52. INCOMING SMALL. NO BOOK DEBTS.

Address—"DOMESTIC," care of the *Sewing Machine Gazette*, 28, Paternoster Row, London, E.C.

A POCKET "PROSPECT BOOK."

You should also have a pocket "prospect book." Set apart for each week as much space as you will require for the entry of prospects. Fill in the dates for say six or twelve months in advance. At the close of each day's canvassing (while the work is fresh in your mind) enter the prospects made in the pages provided for the dates on which you intend to call again. The prospects you fail to turn into sales carry forward after each visit to such dates as you think it would be advisable to call again. Write out your "prospects" in the order in which you come at them. If yours is a country district, set apart so much space for each village where you have "prospects," write out their names, and under each enter the "prospects" to be called upon. Every Saturday or Monday morning turn to the page set apart for that week and there you will find the particulars of prospects to be called upon. The above system will prevent you from ever forgetting or losing sight of your prospects.

While thinking about this "new system" of canvassing I discovered that the arguments used in favour of sewing with machinery rather than by hand could all be used in favour of "Directory Canvassing" in preference to the "Old System." While soliciting orders you frequently meet and have some conversation with Mrs. "Old-fashioned," or Mrs. "Out-of-date," or Mrs. "Behind-the-times." You say, "Let me sell you one of our new machines," and she says, "No, I would not exchange my machine for one of the best and latest improved machines you have." And you say, "Our new machines have the self-setting needle, self-threading shuttle, automatic-winder, and are so simple, quiet, light-running, and have so many improvements that if you used one of them for a week you would not willingly go back to your old-fashioned, slow, noisy, heavy, and complicated machine again."

You honestly pity the person who prefers her old-style machine to one of the new ones. You are confident if she would let the new machine speak for itself it would very soon talk the old one out of court. And so it is with canvassing. I honestly pity the agent who prefers the "Old System." I am sure that if you would be persuaded by me to give the "Directory System" a fair trial you would find it so much superior in every respect that you would not on any account go back to the "Old System,"

THE "DIRECTORY SYSTEM" A TIME AND LABOUR SAVER.

You say to Mrs. "Undecided": "The sewing that it takes you a week to do by hand could be done in a few hours with a machine." If you continue on the "Old System" you are obliged to canvass almost every house in the street repeatedly, which is a great waste of time and labour, but if you have obtained the information suggested with regard to names, machines, &c., you only need to call upon those who are not yet supplied, or where there is a prospect of an exchange. I distinctly remember upon one occasion, while I was a collector-salesman, a reserve staff, consisting of five or six men and a superintendent, being in my district. I got on the ground a little while before them, started work, and kept leading them all that day. The reason is not far to seek. They canvassed every house, whereas I only called upon those who were not supplied, or where I thought an exchange might be effected.

THE "DIRECTORY SYSTEM" A GOLD MINE.

You recommend Mrs. "Undecided" to buy a machine, and refer her to Mrs. "Invest-well," who says she "has had her machine ten years, and that it has recouped its cost ten times over." For the same reason I strongly advise the "Directory System." No matter how much time and energy you may be obliged to spend in obtaining the information suggested, you will soon find yourself amply repaid for your outlay. I remember when this system was first introduced, a few years ago, how I ridiculed and opposed it, and how considerable pressure had to be applied before I adopted it, and now, though I am not personally interested in it at present, still to every man acting in the capacity of "collector-salesman" I would say if you wish to get through your work easily, quickly, and pleasantly, if you wish to promote your own interests, try it, try it, try it, and you will not regret the experiment.

A. CROMACK.

SINGER'S NEW BRITISH HEADQUARTERS.

The Singer Manufacturing Company's new general offices for Great Britain and Ireland, at 42 and 43, St. Paul's Churchyard, London, E.C., are now complete, and fitted up according to the most modern ideas, and during the past month were occupied for the first time.

We had an opportunity of viewing this palatial establishment last week, and our readers will be able, from what follows, and with the aid of our illustration, presented as a supplement, to get some idea of what they may expect to see if ever it be their good fortune to inspect the premises.

On the ground floor is situated the financial department, the magnitude of which may best be understood when it is mentioned that the Company have upwards of five hundred branch establishments throughout the country, and nearly seven thousand *employes*, not including the army of workmen employed at the Company's factory.

Close by is the manufacturers' room, where about fifty classes of special machines for use in factories are exhibited. These are most interesting, and are driven by electric power.

In the floor below (the basement) ample room is provided for the large collection of stationery stock, &c., essential to the accurate management of this huge and peculiarly interesting business.

Further, we here find the hot water apparatus for heating the whole building, a strong-room capable almost of accommodating the requirements of the Bank of England, also a considerate arrangement regarding lavatory accommodation, &c., for the *employes*.

From the basement, and passing through all the various floors, is an elegant and the latest kind of American Otis lift, to carry books, &c., to and from the home of security to the different departments, and it also enables visitors to comfortably travel from the ground floor to the art room and saloon situated at a more ethereal altitude. It is the most tastily fitted lift we have ever seen, and is made very attractive by art stitched panels, aided by a framework of mirrors.

On the first floor is the management, advertising department, order department (which forms a connecting link between the commercial department and the colossal factory at Kilbowie), printed matter department, statistical department, typewriters' room, telephone room, and also the private and president's room. From here is a most charming outlook on to the grounds of St. Paul's Cathedral.

On the second floor is the counting-house, where may be found the inspectors when in London, and provision is also made for conducting the transfer of accounts of customers removing from one territory to another; also the invoicing and control of stock. A department is also established on this floor for keeping a register of the *employes* throughout Great Britain and Ireland. In an adjoining room many clerks are located, collecting the figures in various forms for the use of the directors at headquarters in New York.

On the third floor is the art workroom, where about twenty smart and intelligent girls are engaged, making on the "Singer" those marvellous embroideries, pictures, and all kinds of dainty nick-nacks which have astonished most of the trade the past year or two.

An adjacent room forms the art saloon, which is a veritable haven of rest, and has an atmosphere of such luxury, splendour, and taste surrounding it as to make any parallel difficult, and as our most skilful description would very inadequately cover the least attractive features, we cannot do better than recommend our readers to make an early call of inspection.

The building extends from St. Paul's Churchyard to Old Change, so that as the streets run back and front ample light and air are ensured. The whole establishment is also lighted by electricity.

The massive embossed glass sign "The Singer Manufacturing Company" is an emblem in itself, and is a suitable symbol of vastness and power. A further large plain and bold sign at the top of the building, and which can be seen coming up from Ludgate Hill, denotes that the building is occupied in the interest of Singer's Sewing Machines, and the waving folds of many flags alternately flying tell the busy passers-by,

STANLEY SHOW, 1895.

THE

19th ANNUAL EXHIBITION

OF

Cycles, Cycle Accessories, Cycle-making Machinery, Photographic Appliances,

AND

SEWING MACHINES,

WILL BE HELD AT THE

ROYAL AGRICULTURAL HALL,

ISLINGTON, N.,

NOVEMBER 22ND TO 30TH, 1895,

Both Dates Inclusive.

OPEN TO THE WHOLE TRADE.

Acknowledged by the Press, Public, Agents, Buyers, and Cyclists as

THE TRADE EXHIBITION,

and promises this year to surpass all previous STANLEY SHOWS.

The Committee have again set apart the EAST END of MAIN GALLERY specially for the Exhibition of

SEWING MACHINES

Applications for space, which is limited, should be made at once to

E. A. LAMB, Secretary,
57, Chancery Lane, W.C.

Telegraphic Address—"INSUPPRESSIBLE, LONDON."

whether on business or pleasure bound, the cosmopolitan nature of this phenomenal firm by reason of the happy blend of Stars and Stripes and the Union Jack. In short, American, English, Scotch, Irish, and Welsh all come in for a share, but it is consummated with the paternal banner "Singer's."

The contractors for the work in connection with this important undertaking were Messrs. Kerry & Hollidge, of Highgate Hill, N., and they have succeeded in producing a range of offices which are the most perfect we have ever inspected.

THE COMPETITION OF THE STORES.

Our excellent contemporary, the *Drapers' Record*, has been writing on the subject of Retail Tradesmen *versus* Stores, and its remarks, which we give at foot, will interest not a few of our readers :—

Times change and men with them. Of this trite and ancient maxim the career of the Civil Service Stores is an excellent example. In their early days they were the abomination of all retail tradesmen, and attempts were even made, if we mistake not, to compel the wholesale houses to boycott them. Yet the Stores expanded their operations rapidly, and all the hostility against them proved futile. Now the position is altered. The outcry against these institutions is dwindling; they are making no headway, and, indeed, are barely holding their own. On the other hand, shops are more numerous than ever, and drapers especially have expanded their commercial province to an extent which previously was undreamt of. In the present phase of the struggle retailers have no reason to be concerned about their position. Indeed, it is the Stores which seem likely to come second best out of the competition.

Data are now available which enable us to judge of the position better than ever before. Our well-known contemporary, the *Statist*, published in its last issue its yearly and admirable synopsis of the accounts of the five concerns usually known as "Civil Service Stores," a term which we use for convenience, though it is to some extent a misnomer. These are the Army and Navy Co-operative Society, the Civil Service Supply Association, the Civil Service Co-operative Society, the Junior Army and Navy Stores, and the New Civil Service Co-operation. At the same time there are now available, owing to their conversion into limited liability companies, the accounts of many leading drapery concerns, of which we select five —Thomas Wallis & Co., Harrod's Stores, John Barker & Co., J. R. Roberts, and D. H. Evans & Co., as affording a fair basis for comparison. That it is less complete than it might otherwise have been is due to the fact that the companies named do not publish the totals of their sales.

Taking first the aggregate figures of the Stores, we find no sign of expansion in the amount of business done. In 1880 the total sales of the five was little over 4¼ millions sterling, and by 1889 they had risen to £5,944,886, or an increase of about 40 per cent. in nine years. Since then, however, there has been a decided change. Not only has there been no increase, but year by year the sales have slightly declined, until for 1894 they stand at 5,737,669, or nearly 3½ per cent. below those of five years ago. It is true that nearly the whole of this period has been one of general depression, and that prices have been steadily falling; but it has also to be remembered that the Stores are patronised by a larger number of people with fixed incomes than most retail concerns, and that bad times have occurred before without hindering the growth of the sales. During the period, too, some at any rate of the drapery concerns we have mentioned have made steady and even rapid progress, and the inference is irresistible that retail competition is preventing the Stores from making headway. While the large draper can sell as cheaply as the Stores, he offers the buyer a better selection, more personal attention, and greater convenience in the matter of delivery. Hard as it is to bring facts home to the ordinary mind, the task has, in this case, been accomplished, and the public no longer regards the Stores as a marvel of cheapness. It is significant also in this connection that the ratio of gross profit and expenses to the sales is a rising one. In 1880 the gross profit realised was 8·8 per cent., it is now 12·19 per cent., while expenses have risen from 8 to nearly 9 per cent. This movement is probably a permanent one, likely to become more marked now that the period of expansion seems definitely over. In fact, though the special advantages they originally possessed were not so great as was at first supposed, yet even in so far as they were real they are gradually disappearing, while the large retailers are steadily increasing those on their side.

The truth is—and an earlier perception of it would have saved much heartburning—that the Stores are "co-operative" only in name, and can do no better for the consumer than any other limited company, or than any enterprising individual capitalist. Their early success was due simply to the fact that they adopted the system of trading for cash at close profits, when ordinary retailers had not realised the advantages of that method. Now, the latter, drapers in particular, do realise it as the road to success, and pursue it with an energy far surpassing that of the Stores. It is curious to notice how close a parallel exists in many respects between the latter and the five limited drapery companies noted above. In both cases the profits are divided among shareholders. In both the proportion of net to gross profits works out at about 35 per cent. It is further clear that, as is borne out by actual experience, the prices charged are, on the average, very similar. An absolute comparison on this point is impossible, for, as already stated, the drapery companies referred to do not state their total sales. If, however, we assume an identical proportion of turnover to stock—an assumption, probably, unduly favourable to the Stores—the net profit earned by the latter works out at 3¾, and that of the drapery companies at 7¾ per cent. This is a considerable difference, and looks at first sight as if the Stores really sold more cheaply; but a closer inspection proves this not to be the case. The drapery concerns naturally do a large proportion of their business in drapery goods, where profits run at a higher rate than in the groceries and provisions, which form so large a part of the trade of the Stores; so that, though both classes of dealers may sell article for article at the same price, such a difference may easily occur. That this is really so is shown by considering alone the figures of Harrod's Stores and John Barker & Co., which of the five companies probably do the largest miscellaneous trade. In the case of those two firms the net profit falls to 4¾ per cent.—a very small variation from that of the Stores, even assuming the same turnover and taking no account of the fact that the Stores ratio is steadily rising. Thus, *prima-facie*, expectation, practical everyday experience, and published results, all point to the conclusion that, if there is any real difference between the Stores and ordinary traders, the advantage hardly lies with the former, except in so far as they pay larger average dividends to the shareholders—a fact of which customers may take due note with advantage.

SEWING MACHINE DEALER ASSAULTS A BAILIFF.

At the Shrewsbury Police Court, on the 3rd ult., before Messrs. T. P. Deakin and J. E. Jones, Henry Jones, sewing machine and general dealer, Wyle Cop, was charged under a warrant with assaulting William Henry Wood, acting high bailiff of the Shrewsbury County Court, while in the execution of his duty, on August 1st.—The complainant stated that about eight in the morning he was sent for to the shop and house of the defendant, in Wyle Cop. A bailiff had been in possession on the defendant's premises, and the complainant had engaged Mr. A. Lowe to remove the things. The defendant was very violent, and when Mr. Lowe came he became more so, and threatened to murder Mr. Lowe if he set his foot upon the premises. Complainant told defendant that Mr. Lowe must be allowed to come upon the premises to superintend the removal of the things, and complainant asked Mr. Lowe to follow him into the house. As complainant was standing at the door of the house the defendant "went at him" with an iron bar from a bedstead, which he swung around his head in a very threatening manner, saying he would dash his brains out with it. Witness went into the street, where there were two police-

men, but they said they could not interfere, as Mr. Jones was on his private premises. The defendant had the shop door locked, and witness told him they must have it opened, as the things would have to be taken out that way. Defendant would not open it, and when it was burst open he seized another piece of iron and struck at witness with it. It just missed his head, and "had it struck him he would not have been there that day." Witness then directed the men to remove a dresser, which the defendant said was a fixture, and he added that if they took it away it would be over his——corpse. —Alick Lowe gave evidence in corroboration, and David McKie, the bailiff in possession, also supported the complainant's statement.—In reply to the defendant, the last-named witness said during the earlier part of the morning he (defendant) was most civil, and gave every possible assistance until they wanted to remove the dresser. That was the first time he saw Mr. Jones offer any resistance. — The defendant, in answer to the charge, asked the Bench to consider the position he was in. Everything had been taken from him, and he had been locked up two days. He had a wife and children, and he begged of the Bench —if they considered him guilty of any offence—to deal leniently with him and he would leave the town, for it seemed that he would never be able to do any good in it.—John Burd, New Park Street, was called for the defence.—The defendant was further charged with assaulting Alick Lowe, and also with using threats to him, at the same time and place—Sergeant W. Jones gave corroborative evidence in this case.—Defendant said he committed no assault, but he was a bit excited, and he did tell Mr. Lowe not to come on the premises. It was all about the removal of the dresser.—In the first case the defendant was fined £5 and costs, or one month's imprisonment; and in the second he was bound over to keep the peace for three months, himself in £10, and two sureties in £10 each, also to pay the costs in the case, or be imprisoned seven days.

A Bill of Sale was filed on August 3rd for £50 against Henry Cheesman, domestic machinery dealer, 7, Gladstone Terrace, South Woodford, in favour of The Metropolitan Credit Company.

THE ATLAS BEDSTEADS.

We are requested by the Atlas Bedstead Company, of Bilston, to call attention to the fact that they now have showrooms in London, Glasgow, Dublin, Belfast, Manchester, Leeds, Liverpool, and Cardiff. The company state that they have made these new arrangements "so that buyers may not be compelled to purchase from drawings, as they have only to give a call at the showrooms and see the actual quality of our productions before buying. This, it is acknowledged, meets a long-felt want, as buyers are often dissatisfied with the makers they have, but when they change and buy from drawings it is often found that the change is for the worse, and that the quality is nothing like what is represented on the drawings. By customers calling at our showroom in the nearest large town to their address they can be satisfied as to what the quality and finish of our goods are, and we think it will be a great convenience to buyers. Irrespective of this, any customer in the trade can take a retail customer with him to our showrooms and show his customer the samples there, which are marked in gross prices subject to 50 per cent. to the trade, thus enabling our customer to allow a discount to his customer. If any private buyer who] is taken to our showrooms by his furnisher selects any pattern it can be sent off same day on receipt of telegram, which is practically adding another showroom to our customer's premises in the towns named."

THE "NEW WILLIAMS" MACHINE.

Mr. R. J. Johns, the agent-general for Europe and the Colonies for the "New Williams" sewing machine, has now got his warehouse at 44, Farringdon Street, E.C., in working order. On a recent visit we examined the latest machine of the Williams Manufacturing Company, who have factories at Montreal, Canada, and Plattsburg, U.S.A., and found it exceedingly pleasing. We regret not being able to give an illustration of the working parts, as the blocks are not yet to hand, but the machine has a vibrating shuttle, which is absolutely self-threading, and the feed is worked in a manner which is novel and

V

YOU CAN'T AFFORD

to recommend or supply your Customers inferior goods of any description. A lasting and profitable business can only be built up with the best goods that never disappoint purchasers. A Sewing Machine that is built on honour, if properly cared for, should last a lifetime and be a standing advertisement for the dealer who sells it.

F

VERTICAL FEED SEWING MACHINE.

Proved by the highest standing in the trade for 30 years. The only Sewing Machine that feeds the work while the needle is through the goods, preventing all puckering or gathering, and producing a strong, handsome and elastic seam without basting—an impossibility on any other machine made, our own underfeed not excepted.

THE KIND THAT PAYS.

ADVANCE SILENT RUNNING SEWING MACHINE.

Positively the lightest and quietest shuttle machine ever produced, and possessing the same high standard of excellence in quality of material and workmanship that has always been a feature of our product. It has no superior among underfeed sewing machines, and offers many points of advantage over each.

S

We offer exceptional advantages to responsible dealers who desire to establish the reputation of handling reliable goods and build up a permanently profitable trade.

VERTICAL FEED SEWING MACHINE CO.,
24, ALDERSGATE STREET, LONDON, E.C.
Manufactory and Head Office ... DAYTON, OHIO, U.S.A.

M

eminently satisfactory. For the upper thread a capital tension release is used, and the needle is easily set and without the need of a screw-driver.

The table and stand are also improved. The drawers are so constructed that they can be added to or detached without trouble, and the old form of brace has been abolished, so that the operator has no fear of injuring the knees. Another new feature is the use of an automatic leveller, which permits of the machine standing rigidly on the most uneven of floors.

The form of decoration used is a combination of gold and silver, which, combined with first-class cabinet work, gives it a handsome appearance. The machine makes a pearly stitch, and works as silently and freely as the most fastidious could desire.

We should not forget to add that with every machine is supplied, free of charge, a range of attachments for every kind of work. The Williams Company claim that their box of attachments is the most complete in the market.

NEW W. & W. MACHINE.

The Wheeler & Wilson Manufacturing Company have now received at their headquarters in Paul Street, Finsbury, E.C., a stock of their new Vertical Hook machines. This machine works two rows of stitches, the distance of which can be varied from one-sixteenth to one and a quarter inches, two hooks being used. By means of a simple attachment, a very fine French seam can be worked. This seam is produced by the two edges of the fabric being folded and sewn down on opposite sides. The machine works rapidly and requires but little skill.

We hear that business with the W. & W. Company has been very good of late, both in this country and the



States. Our readers will remember our commendation of the art picture, "A Street in Old Chester," executed on a W. & W. sewing machine, and now on exhibit in the Company's Cheapside showroom. We give herewith a sketch which conveys some idea of the intricacy of this exceedingly choice specimen of "needle painting."

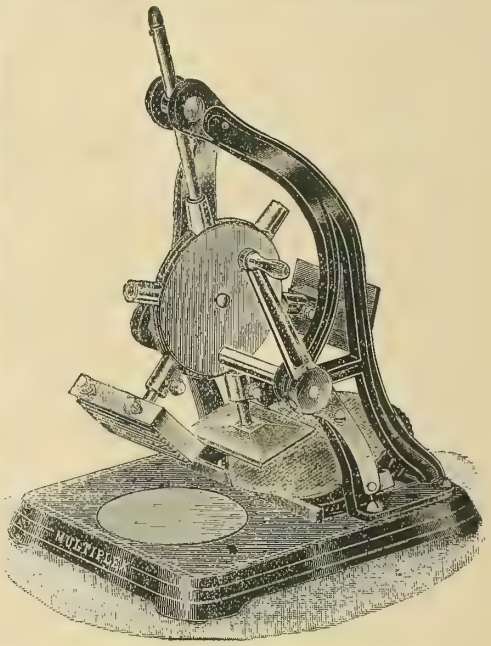
TRADE FESTIVITIES.

On August 2nd the staff of Bradbury & Co.'s Commercial Road branch held their first summer outing. Starting from London Bridge on the "Clacton Belle," they journeyed to Gravesend, where, on landing, they spent the time very pleasantly exploring the town until dinner time, when they assembled at the Elephant's Head, Rosherville, to do justice to a homely English fare of good quality, and bountifully supplied by the proprietors. After the usual loyal and patriotic toasts came the "Firm," coupled with the name of W. Cunliffe, Esq., general manager. Then followed the "Branch Manager," Mr. Whitworth, who had given so much encouragement and material assistance in promoting the affair. The next toast was the "Superintendent," Mr. Jones, who acted as secretary and treasurer, and to whom is due the great success of this the first annual outing. At 3 o'clock the party were driven by brakes through the surrounding country, and were charmed with the view of orchards, hop gardens, &c. After a visit to Charles Dickens' house, at Gad's Hill, they returned to the Elephant's Head, Rosherville, and at 6 o'clock a substantial tea was served up. The rest of the evening was spent in songs, music, &c., and the return to London was made at 9.30 p.m. by rail, where each man dispersed on his way homeward, having spent a thoroughly enjoyable day.

The *employes* of Messrs. Bradbury's Birmingham depot went for their first annual "picnic" on the 14th ult. They started at 9.50 by train for Stratford-on-Avon, and put up at the "Fountain," in Wood Street. Dinner was served at 12.30, when followed a long toast list, with Mr. J. B. Jackson, the Bradbury Company's Birmingham district manager, in the chair. After the loyal toast, that of "Bradbury & Co., Limited," was given by Mr. Falkinder amid great enthusiasm, followed by "The General Manager" (Mr. Cunliffe), proposed by Mr. Sanderson, which was also received with great cheering. Mr. D. Hall, in proposing "Our Manager and President," remarked that he had been chosen because he could speak from long experience, having worked under Mr. Jackson for sixteen years, and he had found him not only devoted to the company's interests, but always having an attentive ear and a kindly sympathetic manner for all the *employees* under his charge. In rising to reply, Mr. Jackson was greeted with much applause, and he commenced his thanks by recalling the fact that it was twenty years the present month since he first entered the service of Bradbury & Co. as manager at Manchester, as recorded at the time in the *Sewing Machine Gazette*. During this long period he had seen many changes in the trade; and, while constantly keeping the company's interest in view and striving to merit the confidence of employers, he had endeavoured so to conduct himself as to gain the esteem of his fellow *employés*, "ever remembering that man here at best is clothed with but a little brief authority, and that when in turn his honours pass away he will be the subject of a righteous judgment." After tea the proceedings terminated with votes of thanks to the hon. secretary, Mr. G. D. Turner, who had devoted much care and attention to drawing up and carrying out a successful programme; to the caterer, who had left nothing wanting on his part; and to the musicians and singers who had enlivened the occasion. Then followed a short stroll, the weather being perfect, and the party, which numbered sixty-four, returned home in two reserved saloon carriages, having had a glorious day.

THE MULTIPLEX STAMP MACHINE.

One of the most useful office appliances ever introduced is the machine now being made by the Multiplex Stamp Company, Limited, of 61, West Smithfield,



London, E.C. As will be seen from our engraving, a number of rubber stamps can be inserted in the machine, and by depressing the lever any one of them can be caused to descend on the printing platform. The inking pad at the back revolves with each depression of the lever, so as to give a fresh inking surface, and this combined with the regular vertical descent serves to produce an impression from the stamp as uniform and perfect as that of ordinary letterpress printing. The improvement in the work done by this machine must really be seen to be thoroughly appreciated.

It will be readily understood that the "Multiplex" machine allows of a variety of work hitherto outside the province of a rubber stamp. Fresh stamps can be instantly affixed to the machine, and a small circular or a postcard can be composed with movable type, locked in a chase and fastened in the machine, and hundreds of perfect impressions produced in an hour. The machine is strongly made and is not likely to get out of order, and shows a great advance on the familiar hand stamps, which litter an office desk and are liable to injury.

CAUTION.

Whereas, in an action brought in the High Court of Justice (Chancery Division) by *THE SINGER MANUFACTURING COMPANY* against a firm who offered for sale Sewing Machines not made by *THE SINGER MANUFACTURING COMPANY* as "Improved Singer Machines" and "————'s Improved Singer Machines," Mr. Justice Romer gave judgment in favour of *THE SINGER MANUFACTURING COMPANY* and restrained the defendants from using the trade name "Singer" in any way calculated to deceive.

And whereas *THE SINGER MANUFACTURING COMPANY* have received from numerous dealers who have also wrongfully used their trade name "Singer" apologies and undertakings not to again use the name in a manner calculated to deceive, and have paid damages and costs,

Notice is hereby given that *THE SINGER MANUFACTURING COMPANY* will proceed against all persons using their trade name "Singer" contrary to the said judgment of Mr. Justice Romer or otherwise wrongfully.

GILBERT D. WANSBROUGH,
6, Old Change, London, E.C.
Solicitor to *The Singer Manufacturing Company.*

JOTTINGS

Singers will shortly open a depot in Holborn, London, E.C., nearly opposite to Gray's Inn Road.

Messrs. W. Summerscales & Sons, Limited, have just introduced a new pattern mangle, which they call the "Squirrel."

Mr. Wilson, of the National Sewing Machine Company, has removed from Fetter Lane, E.C., to Cursitor Street, E.C.

The Singer Manufacturing Company have just opened the two following offices under Leeds: 7, Carlton Street, Castleford; and 24, Town Street, Stanningley.

Mr. Schenck, of the New Home Sewing Machine Company, now on a visit to Europe, reports an increased sale in "New Home" machines the last few months.

Last month the "Vertical Feed" sewing machines were shown at the Yorkshire Agricultural Show, held at Halifax, by Mr. Albert Hind, the company's local agent, and good business resulted.

A number of members of the Institute of Mechanical Engineers visited the Singer Company's works at Kilbowie on the 1st ult., and were shown over same by Mr. W. H. Inslee, the general manager of the factory.

Mr. G. H. Hudson, late with the Singer Company, has opened premises at 40, Princess Street, Bury, Lancashire, for the sale of furniture, clocks, perambulators, and washing machines, and will shortly add sewing machines to his stock.

Messrs. Blackburne Bros. have started business at 81, Victoria Road, Seacombe, as dealers in sewing and washing machines, cycles, and perambulators, and they ask us to state that they would be pleased to receive price lists from wholesale firms.

We are informed that depots for the "New Howe" sewing machines will shortly be opened at 141, Rue Royale, and 2 and 4, Rue de la Sablonniere, Brussels. In addition to sewing machines, it is proposed to sell cycles, typewriters, and American furniture.

Mr. W. Jackson announces that he has retired from the Singer Manufacturing Company after six years' service, twelve months of which were spent as travelling superintendent at Birmingham and the last three months as superintendent at Stourbridge.

Willows, Limited, dealers in refrigerating and laundry machinery, have decided to voluntarily wind up. The assets are said to be £4,000, with debts only £130. The outstanding book debts are stated at £600, so that the mangle creditors of the firm would appear to be perfectly safe.

Messrs. Marwood & Cross have just started business as dealers in sewing and washing machines, cycles and perambulators, at 16 and 18, Sneinton Road, Nottingham. Among the articles sold by this firm is the Anglo-American washing machine, a new article for which they are sole district agents.

A bassinette maker, named Henry Brookes, recently sued Mr. Edward Pitt, of Gloucester, for a month's wages, he having been dismissed for absence from work. Judgment was entered for the defendant because he was engaged by the hour; but the Court allowed the plaintiff 10s. 5d. to pay the cost he had been put to in removing his furniture from Birmingham to Gloucester.

The Cherry Tree Machine Company have now on show at their London depot, 44, Farringdon Street, E.C., the Queen's Fire-lighting Fan. Either Mr. Johns or his son will show this new patent to any of our readers, in actual work, and we are certain that it is a good selling line for the domestic machinery trade. It retails at 21s., will last for years, and as it practically costs nothing for the oil used, it soon pays for itself. It is quite a new invention and is sure to have an enormous sale, and our readers should secure an agency without delay.

Mr. James Bray, of King's Universal Supply, is a fortunate man. He recently had a fire at his house, at Bexley Heath, resulting in damage to the extent of £275. On giving notice to the London, Liverpool, and Globe Company, of Cornhill, he was astonished to find that through an oversight on the part of a clerk the insurance had lapsed, and thus he had no claim whatever upon the insurance company. The company, however, promised to consider the case, and a few days later wrote him to the effect that although not liable to the extent of a single farthing they would under the circumstances award him £200.

THE COMBINATION SEWING MACHINE COMPANY.

The statutory meetings of the creditors and shareholders in the Combination Lock and Chain Stitch Sewing Machine and Attachment Syndicate, Limited, was recently held at 33, Carey Street, W.C. The syndicate was formed in December, 1890, with a nominal capital of £6,000, to acquire and resell patents for an improved attachment to sewing machines. Unsuccessful attempts having been made to sell the patents to manufacturers, an arrangement was ultimately made for the formation of the Victory Three-Stitch Sewing Machine Company, with a capital of £100,000. That company did no business, and 33,000 £1 shares therein handed to the syndicate for the patents are now regarded as of no value. The failure of the syndicate is ascribed to inability to sell the patent rights to manufacturers, or to float a manufacturing company. Mr. Blakewell, a director, stated that the patent attachment was so valuable that it would, when put on the market, completely revolutionise the sewing machine world. Mr. A. C. Oakes, agent and dealer in patents, was elected as liquidator, with a view to placing the patent on the market at an early date. The accounts show debts £1,046, and a deficiency of £7,046 as regards contributories. The following are the principal creditors:—

	£	s.	d.
Bate, F. G., London...	506	2	0
Brighton & Lemon, London	90	15	0
Blackwell, L. E., London	44	2	0
Fair, W. F., London	34	13	0
Hill, C. J., London	10	10	0
Mellors, Basden, & Co., London	12	12	0
Newton & Sons, London	88	8	0
Oakes, A. C., London	260	2	0

THE STANLEY SHOW.

We hear from Mr. E. A. Lamb, the secretary, that there will be a sewing machine section at the Stanley Show, the same as last year. Several important firms have already booked space, and prospects, we are informed, are highly satisfactory.

The Stanley Show, we might add, will be held at the Agricultural Hall, as usual, opening on November 22nd and lasting until November 30th. Applications for space can be made either to Mr. Lamb, at 57, Chancery Lane, E.C., or his agent, Mr. F. A. Cavendish Macdonnell, of 97, Burton Road, Brixton, S.W.

A LAPSED PRAM PATENT.

Mr. W. H. Marris writes from 118, Freemantle Street, Grimsby, asking us to notify to the perambulator trade that the patent for Marris & Cooke's "Victor" carriage has lapsed, and that anyone can now adopt the same.

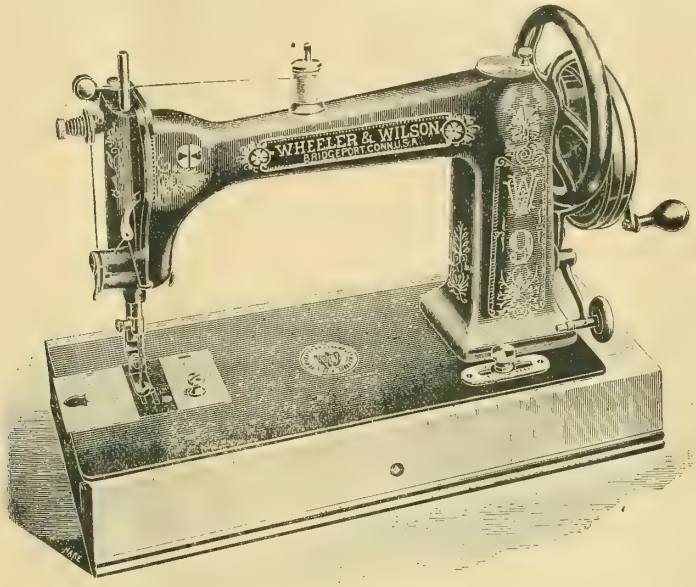
Our correspondent says that a short time ago he agreed with a large maker in the Midlands to make this carriage under royalty, but when the fees were due the firm would not pay, because Mr. Marris would not proceed against another firm for infringement. Thus it came about that the patent has been allowed to lapse, and Mr. Marris adds that he finds the Midland firm aforesaid are now making the "Victor" carriage a leading line.

The solicitor who acted for Mr. Kent in the St. George's case, reported on page 27, was Mr. C. F. Dean, of Slough and Windsor, and Mr. Kent's success was largely due to the skilful way he had got up the case.

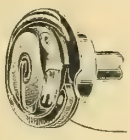
A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

Lists in Preparation. **Enquiries Invited.**

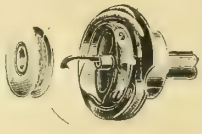


THE IMPROVED SILENT ROTARY HOOK.

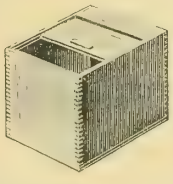


Showing Bobbin in Position.

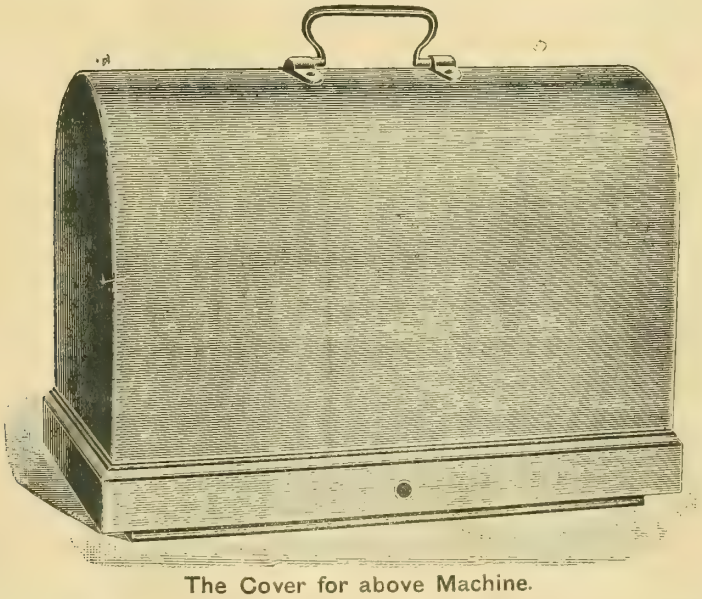
THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin Out.



REVOLVING SHUTTER BOX.
For Accessories and Attachments.



The Cover for above Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 *to* 11, *PAUL STREET, FINSBURY, LONDON, E.C.*

JONES' SEWING MACHINE COMPANY, LTD.

SIXTH ANNUAL REPORT.

The sixth annual meeting of Jones' Sewing Machine Company, Limited, was held at the works, Guide Bridge, on the 15th ult., when the following was presented :—

DIRECTORS' REPORT.

To the Shareholders,

The Directors present their Sixth Annual Statement of Accounts, which shows that, after allowing the sum of £1,763 19s. 11d. for depreciation, the profit on the year's trading amounts to £12,149 13s. 8d., which, with the balance of £875 15s. 9½d. brought forward from last year's account, gives a total of £13,025 9s. 5½d.

The Debenture Interest and Directors' fees absorb £2,750, and one-and-a-half year's dividend at 6 per cent. paid to the Preference Shareholders in February last, £3,850, leaves a disposable balance of £4,425 9s. 5½d., which the Directors recommend to be dealt with as follows, viz. :—to pay the half-year's Dividend on the Preference Shares—at 6 per cent.—£1,950, and a sum of £2,250 to the Ordinary Shareholders, which is equivalent to 6 per cent. for half-a-year, that is from the time when the Preference Shareholders were fully paid their accumulated Dividends. This will leave £225 9s. 5½d. to be carried forward, which your Directors trust will be satisfactory.

The works have been maintained, and are in a most efficient condition.

For the Directors,
WILLIAM JONES, Chairman.

BALANCE SHEET, 31st MAY, 1895.

Dr. Capital and Liabilities.	£ s. d.	£ s. d.	Property and Assets.	£ s. d.	Cr.
Nominal Capital—					
13,000 Six per cent. Cumulative Preference Shares of £5 each	65,000 0 0		Land, Buildings, Machinery, Plant, Fixtures, Furniture, Tools, and Goodwill	64,925 13 0	
19,000 Ordinary Shares of £5 each	95,000 0 0		Stock-in-Trade, Book Debts, and Cash in hand	161,690 4 7	
32,000 Shares ...	160,000 0 0				
Subscribed Capital—					
13,000 Six per cent. Cumulative Preference Shares of £5 each	65,000 0 0				
15,000 Ordinary Shares of £5 each	75,000 0 0				
28,000 Shares		140,000 0 0			
Five per cent. First Mortgage Debentures—800 of £50 each		40,000 0 0			
Reserve Fund		10,000 0 0			
Creditors		32,190 8 1½			
Balance of Profit and Loss Account		4,425 9 5½			
		£226,615 17 7			£226,615 17 7

PROFIT AND LOSS ACCOUNT.

	£ s. d.	£ s. d.		£ s. d.
Interest on Debentures ...	2,000 0 0		Balance brought forward from last year's account	875 15 9½
Directors' Fees	750 0 0		Net Profit of the Working from the 1st June, 1894, to 31st May, 1895	12,149 13 8
Dividend paid to Preference Shareholders—one-and-a-half year's at 6 per cent.	5,850 0 0			
		8,600 0 0		
Balance as per Balance Sheet—				
Recommended to be disposed of as follows :				
Dividend on Preference Shares at 6 per cent — half-year	1,950 0 0			
Dividend on Ordinary Shares at 6 per cent — half-year	2,250 0 0			
Balance carried forward	225 9 5½			
		4,425 9 5½		
		£13,025 9 5½		£13,025 9 5½

Examined and Certified Correct,
JOEL WAINWRIGHT, Chartered Accountant,
Ashton-under-Lyne

WILLIAM JONES,
JOHN EDWARD MELLOR, } Directors.
EDWARD SLANEY, Secretary.

25th July, 1895.

LLOYD'S NEW PRAM FACTORY.

Last month the old established firm of Lloyd & Co., of the Boro', made two important changes, first, to convert their business into a limited liability company; secondly, to lease new premises for their manufacturing business.

Lloyd & Co., Limited, should henceforth be addressed as of 22, Featherstone Street, City Road, London, E.C. These premises are much more conveniently situated than those in the Boro', located as they are a few yards only from Moorgate Street and City Road, and thus being on the line of 'buses and trams running to all parts of the metropolis, not to mention the railway, which is almost equally contiguous.

On page 6 will be found an engraving of Lloyd's new factory, which is not exaggerated in the slightest degree. It consists of five extensive floors lighted by nine windows back and front. The basement is arranged as a smith's shop, and is well appointed for this purpose. The ground floor is used principally as a showroom, and is one of the most capacious in the trade. In the centre is a raised platform containing a complete range of Lloyd's bassinettes and cars, and round the room are displayed samples of toy prams, strong toys, &c., the whole being shown to great advantage owing to the manner they are arranged and the perfect lighting of the room. At one end is the counting-house and the private office, and at the other a powerful lift communicating with the upper and lower floors.

On mounting the staircase we find that on the first floor is stored the finished stock. The paint shop, with a smaller room set apart for the best paint work, is on the second floor, and at the top are the hood and upholstering departments with a storeroom for parts and fittings at one end.

Messrs. Lloyd have certainly secured capital premises for their new factory; indeed, they are perfect of their kind, and we are informed that they intend to study the interests of the dealers much more thoroughly than heretofore. In the first place, they will do no retail trade whatever. Secondly, they will keep their showroom well supplied with samples, so that dealers can, if they so desire, send their customers to make their selection from the manufacturers' stock. Thirdly, they will issue comprehensive catalogues.

During the past two or three years Lloyd & Co. have devoted increasing attention to strong toys, such as juvenile cycles, pram, velocipede, and rocking horses, wheelbarrows, swings, dolls' houses, toy engines, &c. This will henceforth be one of their leading departments, and those of our readers who can sell these goods should get this company's new list, just issued. In the course of a few weeks Lloyd & Co. will have several new designs in bassinettes and mail carts, all of which will be illustrated in their trade list and marked with retail prices.

Mr. Harry Victor Lloyd speaks most hopefully of rapidly developing the wholesale business now that he is being relieved of the cares of his retail department, and, as the trade know, he is a man of unusual energy and enterprise, and is unsurpassed in his knowledge of perambulators and cars. He has now a splendid factory and ample capital at his disposal, and, indeed, so far as we can see, there does not exist a single obstacle to success. As a further aid to business Lloyd & Co. are being placed on the telephone exchange.

DEATH OF A PRAM MANUFACTURER.

We regret to have to record the death of Mr. John Gough, of the firm of Messrs. John Gough & Co., furniture and perambulator manufacturers, 20, Cross Street, Manchester, and 57, Hope Street, Glasgow, and at London. Mr. Gough had been in indifferent health for some time, brought about by over-work, he being very energetic and a man of exceptional business ability, and his end came on July 18th whilst at his residence in Lytham. He started business life when a boy at the bench in the shop of his brother-in-law, who was in the looking-glass and picture framing trade in Thomson Street, Manchester. Before attaining his majority, Mr. Gough acquired the business, and afterwards opened a manufactory at 8, Oldham Road, Manchester. He made such remarkable progress that he soon purchased the property, and further extended by taking premises in Bond Street, at the back, and subsequently those on either side in Oldham Road, of which he became the owner. Acquiring a large plot of land in Cross Street, off Swan Street, Manchester, he built additional works and a warehouse, and added to his business of looking-glass manufacturer that of bassinette and furniture making. He also laid down a bevelling plant. He has established branches at Glasgow and London; and, in short, built up an extensive business. His wife died some years ago; he leaves a daughter. Latterly his nephew, Mr. T. Nolan, has ably managed the business, so that things will go on as usual.

Failures and Arrangements.

HEINRICHS & Co, mail-cart and bamboo furniture manufacturers, Old Street, E.C.

The statement of affairs of Henry Heinrichs, carrying on business as a pram and furniture manufacturer under the title of Heinrichs & Co., whose public examination was commenced at the London Bankruptcy Court on the 1st ult., shows a deficiency of £1,667 8s. 1d., the net liabilities being £2,655 11s. 11d., and the available assets £988 3s. 10d. The bankrupt says he commenced business in 1886 with about £300 capital, at 133, Old Street, E.C., subsequently acquiring also other premises, viz, No. 135, Old Street (adjoining); 1 and 2, New Street; and 123, Central Street, and 27A, Powell Street (corner), where he continued to trade down to the date of the receiving order, a previously attempted private composition arrangement having proved abortive. He came from Belgium in or about 1877, and was in the employ of a bentwood manufacturing company until he commenced business on his own account. He attributes his failure to the adverse result of an action brought against him by the builders (under contract) of his premises in Central Street and Powell Street. The books of account produced by the bankrupt are, the Official Receiver says, of an imperfect and incomplete character. No capital account, proper expenses accounts, or a trading account appear to have been kept, nor a profit and loss account or balance-sheet, showing the results of his trading and his financial position, prepared at any time; and his present deficiency is in consequence only approximately and imperfectly explained, it being chiefly accounted for by depreciation in the value of his stock-in-trade (£697), and leases of his premises £679), as now estimated for realisation, and by law costs and expenses (£403) in connection with the building contract and action referred to.

CHARLES WIGHTMAN, formerly of 21, Bowling Green Street, and now residing in lodgings at 18, Haddon Street, Leicester, late sewing machine and cycle agent.

The above has filed a statement of affairs showing unsecured liabilities amounting to £219 9s. 4d., and assets estimated to produce £15 The debtor alleged his failure to have been caused through "losses by dealing in cycles, and bad debts." The report and observations of the Official Receiver are to the effect that the receiving order was made on the debtor's own petition. He commenced business in 1885 as a dealer in cycles and sewing machines, with a capital of £5. Before then he had been in a variety of situations. The business never seems to have answered, as the trade done was very small. The stock-in-trade and fixtures at 21, Bowling Green Street, the debtor's last place of business, were sold under an execution on July 23rd last. The levy and costs amounted to £26 3s. 9d., but the gross proceeds of the sale was only £10 2s. 3d. The book debts were sold to a brother of the debtor to pay the costs of the petition, £15. The nominal value of the debts was £60, but the debtor states they were offered to several debt collectors before they were disposed of to his brother. None of the debt collectors would give him more than £5 for them, but his brother after pressure agreed to give him the £15 in question. The debtor and his wife are now living as lodgers in a house tenanted by his mother. The debtor does not intend to offer any composition to his creditors, and has been adjudicated bankrupt.

JOHN C. INGRAM, cycle dealer, &c., 65, Broad Street, Pendleton

A deed of arrangement, dated July 25th, was filed in the above on August 1st, whereby a composition of 10s. in the pound is proposed, payable 5s. at 14 days, and the remainder at three and six months. The unsecured liabilities are given at £1,721 5s., and estimated net assets. £835 15s. 9d. Among the creditors are the following:—

	£	s.	d.
Bradbury & Co., Limited, Oldham...	25	0	0
Harrop, John, Manchester	13	0	0
Townsend, George, Redditch	13	0	0

WILLIAM YULE & CO., cycle agents, Bridge Street, Aberdeen.

A trust deed has been granted in the above. Liabilities, £1,460 7s 9d.; assets, £1,155 17s. The trustees expect to realise 5s. in the pound. Among the creditors are the Star Manfacturing Company for £9 2s. 3d., and Messrs, Bradbury & Co., Limited, for £128 9s.

WILLIAM SHEPHERD, domestic machinery dealer, 25, West Blackhall Street, Greenock.

The above has offered to pay his creditors a composition of 4s. 6d. in the pound, at four, eight, and twelve months. Liabilities, £621 12s. 9d.; assets, £156 10s. 6d. The following are among the creditors:—

	£	s.	d.
Bradbury & Co., Limited, Oldham	72	9	1
Kimball & Morton, Limited, Glasgow	57	12	8
Baer & Rempell, Bielefeld...	47	1	0
McEwen & Co., Stirling	46	11	7
White Sewing Machine Co., London	45	7	2
Gritzner Machine Co., Limited, Durlach... ...	20	16	0
Humphrey & Sons, Limited, Birmingham ...	17	2	0
Dove, J. & T. A.	12	7	0
Halesowen Perambulator Co., Limited, Halesowen	6	6	0
American Wringer Co., London	5	13	0

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED.

THE BELL ORGAN & PIANO COMPANY, LTD.,
49, HOLBORN VIADUCT, LONDON, E.C.

HARROP'S
DOUBLE RALEIGH CAR.

Provisional Patent No. 11,203.

The Most Improved Combination in the Market.

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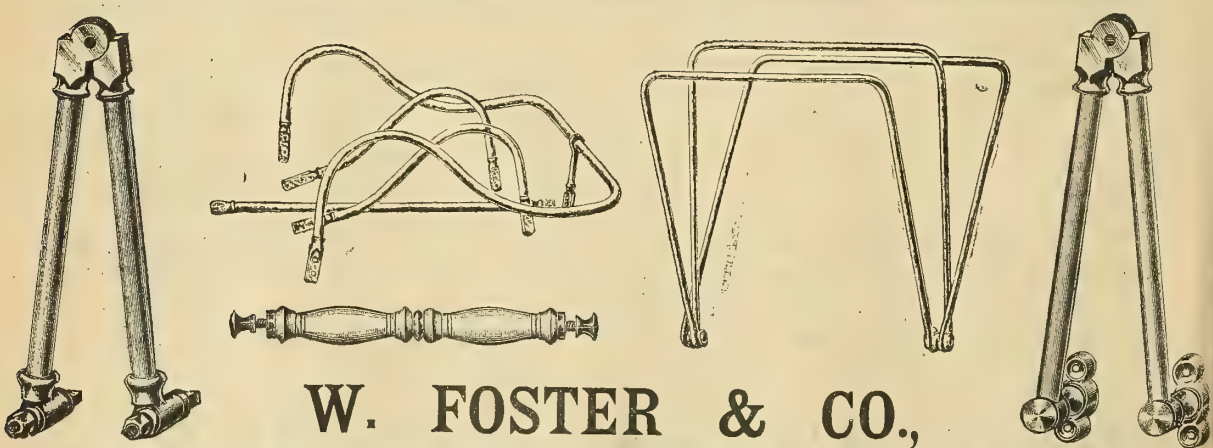
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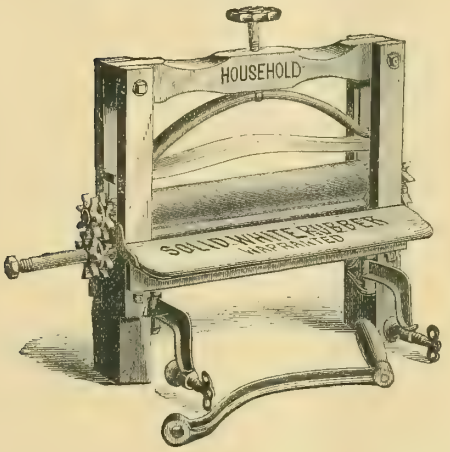


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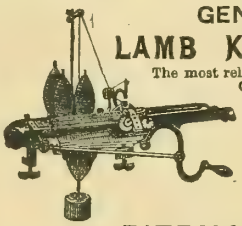
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Lloyd & Co., Limited, having decided to entirely relinquish their retail trade, carried on since 1871 in the Boro', London, S.E., are open to treat for the disposal of the business. A very large retail trade has been done hitherto in these premises in mangles, perambulators, mail carts, and domestic appliances generally, and there are good prospects of an increased trade. Lloyd & Co. find it inconvenient to continue the retail branch, as they require all their energies for their new Perambulator and Toy Factory.

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CYCLE JOTTINGS.

The Kingsland Manufacturing Company assure us that their trade this year is just double that of last season.

The International Tyre Company (Seddon's) is being compulsorily wound up. The liabilities are stated at £103,000, with assets of only £17,000.

The Scottish Pneumatic Tyre Company, having met with great success the past season, are proposing to apply their tyre to children's carriages.

We expected it. An American company has been formed to make rims of paper. We should have thought that the wooden rims had proved that there is nothing like steel for cycle rims.

We recently commented favourably on the "Davies" chain bands for cycles made by Messrs. Isaiah Lees & Sons, of Dukinfield. We hear that these bands are largely taking the place of gear cases, and that Messrs. Bradbury & Co., Limited, are now stocking same at their depots.

The *Cycle Manufacturer*, of the 3rd ult., contained a portrait of Mr. James A. Jackson, the London City manager for Bradbury & Co., Limited. Mr. Jackson, we are told, has been with the company fourteen years, is a Yorkshireman by birth, genial, was the 1894 president of the H.T.P.A., finds the cycle trade "most interesting," and is an "enthusiastic cyclist."

The trade in cycles is beginning to slacken off, and the season is nearly at an end. Speaking generally, it has been an exceedingly good year for trade, although prices have been more "cut" than formerly Messrs. Bradbury & Co. have done much more business this year than last, and it would now seem that they are well on the road to success in cycle manufacture. The White Company have also had a good year.

By the way, the White Sewing Machine Company, of Cleveland, Ohio, intend to join the ranks of the American cycle manufacturers. They are not, however, entirely strangers to the trade, as they have for some time past made parts for other manufacturers. By next season they hope to be able to supply a large number of complete machines.

The Davis Sewing Machine Company, who only started a cycle department the present season, report that their sales have exceeded their most sanguine expectations. Whether or not they will attempt to do a trade in cycles in this country we cannot at present say, but thus far they have sold all they could make at home, which would seem to imply that they will not for the present trouble about the English market. The cycle department, we might explain, does not in any way reduce the output of the "Vertical Feed" sewing machines.

HISTORY OF THE MODERN CYCLE.

Last month a presentation was made to Mr. H. J. Lawson in recognition of his early invention in connection with the cycle. The *Cyclist*—no mean authority—considers that the Press are in error in attributing to Mr. Lawson the credit of inventing the modern safety, as that belongs alone to Mr. J. K. Starley. In the course of its remarks, our contemporary calls attention to the history of the velocipede as follows:—In the first place, we would premise that the use of the chain in driving velocipedes, which is one of the salient features of the machine of to-day, dates from no less a date than April 7th, 1845, when a tricycle was patented by one Thomas Metcalf, in which rotary pedal action and a chain-driving gear was mentioned. The chain was also employed by Newton Wilson, in the propulsion of a bicycle patented by him on April 23rd, 1869, and on June 18th of the same year a patent was taken out by Thomas Bourne, which gave us the first rear-driving bicycle with independent front-steering. These facts show that both the use of the chain and driving from the rear wheel with independent steering, which are the main points in the modern safety, have all been known in the very earliest days of the sport. As the use of the bicycle in its earlier form progressed, however, these early inventions were largely forgotten, many of them not travelling beyond the confines of the Patent Office, and the bicycle of the period having grown in height until it became dangerous, at any rate in the eyes of non-riders, various attempts were made at one time or another to provide a machine in which this element of danger should be removed, and it is in this connection that we first hear of Mr. Lawson, who, on June 27th, 1876, patented a bicycle with a rear-driving wheel and an independent steerer in front. The driving wheel on this machine was large, 50 in. and upwards, and the steering wheel so small as 20 in., or thereabouts. It was driven by means of bell crank levers, and was taken up on royalty by Messrs. Singer & Co. in the early days of their history. This machine was the first in which a special point of safety was made, and the full credit of the invention is due to Mr. Lawson, for this machine was not only patented, but in addition to being largely made by Messrs. Singer, was manufactured also by Mr. Lawson himself in his works at Brighton. It is also worthy of note that in the following year, namely, on March 10th, 1877, Mr. Lawson applied for a patent improving this machine, amongst other respects, by substituting a rotary motion for the lever arrangement at first provided, thus combining in the one machine the three salient points in the safety of to-day, a combination which had, so far as we are aware, not been previously made. It must not, however, be understood that the safety of '77 and the safety of to-day were identical, for the large driver and small steerer remained, and the machine was heavy, and, on account of this difference in size of wheels cumbersome. About this time also, although we do not know that Mr. Lawson applied for a patent on the subject, he modified the construction of this original safety in such a way as to enable it to be used by a lady, who sat over the steering wheel, which was small enough to permit of this being done, and steered by means of side handles brought round from behind in a curve. This was one of the first popular attempts to build a bicycle specially designed for use by the fair sex. Doubtless for the reasons already mentioned, the machines, however, did not prove sufficiently successful commercially for their manufacture to be continued, and after a couple of seasons or so they dropped out of sight. Subsequently, on Sept. 30th, 1879, Mr. Lawson applied for a patent upon another machine, embodying the same salient features, but more nearly approaching in design the machine of to-day. This was known as the "Bicyclette," and nicknamed amongst the trade the "crocodile," on account of its length, for there was a great deal more distance between the wheels than in the safety of to-day, whilst Mr. Lawson reversed the relative proportion in the size of the wheels by using a large steering wheel and a very small driver geared up. This machine had a vertical steering fork and connecting rods to a steering post carried 18 in. to the rear. Several machines were built, and it was placed on the market by the Rudge Cycle Company, of which firm Mr. Lawson was at that time manager. Commercially, however, it was a failure, and nothing was done with it. Then came the introduction of the "Facile" and the "Kangaroo," popularising the use of small geared up wheels, and at the close of 1884 Mr. J. K. Starley designed and placed on the market the original "Rover." This in its first form was somewhat cumbersome, the steering wheel was several inches larger than the driver, and was seated in a vertical fork and connected by rods with the steering handle proper. This, however, attracted little more than passing attention on account of its size, and a slight awkwardness in the steering. About the same time several other firms placed on the market rear-driving bicycles, in which, however, very small steering wheels were used, notably Messrs. Thomas Timberlake & Co., of Maidenhead, Humber & Co., of Beeston, Marriott & Cooper, of London, and H. J. Pausey, of Clapham, all of which attracted no more attention than did the first "Rover," because with the small-steering wheel the steering was extremely tricky. About the same time Mr. Lawson, although he did not patent it, once more gave his attention to a safety of the rear-driving type, with the especial object of suiting it for the use of ladies. He constructed his machine, like most of the other firms, with a very small front-steering wheel, and by the use of a simple loop frame, formed of a single tube, connected this with the rear-driver, and he steered by means of a direct fork with a sloping steering post, the other machines above mentioned being either steered by connecting rods, or having the forks and steering post bent at a considerable angle to each other. This machine also was placed upon the market, but with no very great amount of success, possibly because the female mind was scarcely educated up at that time to riding awheel. In April, 1885, however, the idea occurred to Mr. J. K. Starley to substitute a direct sloping steering post for the vertical fork and connecting-rods in the "Rover," and we may mention that before experimenting with a machine on these lines he discussed the matter with us as to the probability of its proving successful. The outcome was the first successful rear-driver. This first experimental machine was placed in our hands for trial and experiment, and Mr. S. Golder, who was at that time a member of our staff, rode the machine a great deal, and demonstrated in his own riding, as compared with ourselves and other riders whose comparative form was known, that it was decidedly a fast design. Up to this point rear-drivers had, as we have above said, attracted but little notice. Then, however, Mr. Starley's firm, having a good thing, inaugurated the now historic road race, in which all records from fifty to one hundred miles were beaten, and from that date and that machine the active history of the present day cycle begins. It will thus be seen that to Mr. Lawson is due the credit of specially designing a safety machine, of first specially designing machines for ladies' use, and of combining in one machine the principles of rear-driving, independent steering, and rotary motion with a chain, and also of introducing the direct sloping steering post. The credit, however, of combining this latter feature with the other three in such a way as to make a practical machine of it, in other words, of designing and introducing the machine of to-day, is undoubtedly due to Mr. J. K. Starley and to no one else.

PATENTS.

APPLICATIONS FOR LETTERS PATENT.

13,552. W. Harrison and C. W. Harrison, for improvements in, or relating to, knitting machines.

13,580. J. Y. Johnson, a communication from The Philadelphia Barring Machine Co., of United States, for improvements in sewing machines.

13,782. A. J. M. Hurdle, for an improvement in children's mail carts and the like.

13,883. E. W. Frankenburg, for improvements in the means for sewing together fabric and braid or the like.

13,916. C. A. Boulter, 7½, St. John's Lane, Clerkenwell, London, for a baby carriage with two bodies, one body above the other.

14,084. F. A. Pilkington, improvements in sewing machines.

14,096. B. Alderton, for a compact folding mail cart.

14,223. J. W. U. and J. R. U. Morton, for improvements in sewing machines.

14,520. R. Potter, for improvements in overlock sewing machines.

15,015. C. N. L. Lotinga and T. Metcalf, for a combined baby carriage and mail carts.

UNITED STATES PATENTS.

ISSUED AND DATED JULY 16th, 1895.

542,653. W. H. Pepper and A. T. L. Davis, Lake Village. Straight knitting machine.

542,330. J. M. Merrow, Mansfield, Conn. Work feeding mechanism for crocheting or overedge sewing machines.

542,858. F. Koschtial, Hoboken, N.J. Guiding attachment for sewing machine.

ISSUED AND DATED JULY 23rd, 1895.

543,068. J. Vannette Tiffin, Ohio. Feeding mechanism for sewing machines.

543,295. E. Cornely and R. Cornely, Paris, France. Overedge sewing machines.

543,335. E. and R. Cornely, Paris, France. Overedge sewing machines.

543,431. A. G. Taylor, Peterborough, N.H. Groove-cutting attachment for sewing machines.

ISSUED AND DATED JULY 30th, 1895.

543,507. D. Richards, London, England. Sewing machine.

543,604. J. B. M. Segelhorst, Frankfort-on-the-Maine, Germany. Sewing machine.

543,795. S. Arnold, Brooklyn, N.Y. Machine for sewing looped fabrics.

543,832. G. E. Kott, Chemnitz, Germany. Sewing machine.

ISSUED AND DATED AUGUST 6th, 1895.

543,317. H. Case, Gloversville, N.Y. Trimming attachment for sewing machines.

544,190. H. M. Morris, Philadelphia, Pa. Grinding and polishing attachment for sewing machines.

ST. GEORGE'S ENGINEERING COMPANY v. KENT.

INTERESTING TRADE NAME CASE.

Commencing on August 2nd, and lasting four days, there was tried by Mr. Justice Romer, at the High Court of Justice, an action by the St. George's Engineering Company, of Birmingham, in which it was sought to restrain Mr. S. J. Kent from carrying on business in Upper Street, Islington, N., as the St. George's Cycle Company, and from using the name "Royal George" as applied to cycles. The action being unusually lengthy we cannot possibly do more than give an outline of the proceedings.

The case was opened by Mr. Bousfield, Q.C. (with whom was Mr. Sebastian), who stated that the plaintiffs' machines were called in the market St. George's cycles, and defendant's machines were also being sold in some cases as St. George's cycles. It was with the confusion that arose from that system of nomenclature that this action dealt. The plaintiffs had been trading under their present style since the year 1882. Before that time their predecessors in title were trading as the St. George's Foundry Company, in Birmingham, their business being a general one, but by the year 1882 it had become chiefly a sewing machine business. In 1882 they took out the style St. George's Engineering Company. In 1884 a Mr. Palmer became the works manager of the cycle department of this business, which was then the property of Mr. Cornforth, and under Mr. Palmer the cycle business developed so rapidly that in 1886 the manufacture of anything but cycle and cycle accessories was entirely given up. In 1887, Mr. Cornforth died, and Mr. Palmer carried on the business for his widow, until he purchased it in 1890, and in 1894 it was converted into a limited company. The growth of the business was very important. In 1886 the amount of business done in cycles only was £8,000, and in 1891 it amounted to a sum of £44,000. Evidence would be given that the St. George's Engineering Company had a very great reputation in cycles, a reputation which had been built up at very great expense, some £1,000 or £2,000 a year having been expended in advertising. A curious point in the case was that in 1885 the plaintiffs used to call their cycles St. George's cycles, but for some years past they had been struggling against their machines being so called, but unfortunately the name was the public name for them, and the public insisted on the name. Some few years ago the plaintiffs tried to introduce the term "New Rapid," but the public were against them, as in the case of Messrs. Singer's sewing machines. The predecessor of the defendant was a Mr. Baron, who started business in 1890 in Upper Street, Islington. The plaintiffs' attention was directed to that soon afterwards, and as the result of inquiries they came to the conclusion that Mr. Baron, having regard to his previous commercial ventures, was not worth powder and shot, and they therefore would not take proceedings against him, especially as at that time he was only dealing in cycle accessories. The plaintiffs heard nothing more of Mr. Baron until 1894, when the business had been transferred to the present defendant, Mr. Kent. In 1894 the plaintiffs had notice that the defendant proposed to register a trade mark applied to cycles with the device "St. George and the Dragon," and the words "Royal George Cycle, manufactured by the St. George's Cycle Company." The plaintiffs at once entered a notice of opposition to the registration of the trade mark, and that opposition stood over until after the hearing of this action. The defendant had previously registered another mark, but immediately the plaintiffs heard of the application to register the "Royal George" they moved to expunge it. The plaintiffs would rely upon the obvious similarity of the two names, and the obvious deduction from that similarity that there would be caused a great deal of confusion in the cycling word between the name of an old-established firm like the St. George's Engineering Company, dealing only in cycles, and a new firm trading under the name of the St. George's Cycle Company. He should not have to rely upon that, however, because as a matter of fact confusion had arisen. The son of Mr. Baron, who acted as clerk while his father had the business, would prove that many scores of letters came to Upper Street, and were opened by him, addressed to the St. George's Engineering Company. The plaintiffs, too, had had a great many letters addressed to them under the term of the St. George's Cycle Company, and advertisements would show that the plaintiffs' cycles were known as St. George's. Another class of evidence would be that of people who had bought in the market cycles under the name "St. George," under the impression that they were getting the plaintiffs' cycles, and very curiously everyone of those machines had broken down and failed. Therefore the defendant was not merely taking the plaintiffs' trade but destroying their reputation.

Counsel then called sixteen witnesses in support of his opening statement.

At the close of the plaintiffs' evidence, Mr. Justice Romer said the plaintiffs' case was that it was the name of the company under which the defendant was dealing which was calculated to deceive. To succeed the plaintiffs must establish fraud, or what would be fraud if it were continued.

Mr. Sebastian said that on the authority of the Singer case in the House of Lords, fraud was not necessary.

Mr. Justice Romer referred to the terms of the plaintiffs' case, and said it was fraud or nothing.

Mr. Bousfield, Q.C., said the plaintiffs' case was that clearly there was fraud after it was brought to the knowledge of the defendant that there was confusion.

Mr. Justice Romer said that he should hear the evidence for the defendant, but he wanted to know how the plaintiffs put their case. If the plaintiffs could not make out a case of fraud, he would like to know on what ground they could succeed.

Mr. Sebastian said the plaintiffs were entitled to succeed on the ground that the defendant was carrying on business under a name calculated to deceive, and which did deceive.

Mr. Justice Romer wanted to know when the fraud commenced.

Mr. Sebastian said it commenced in the time of Baron.

Mr. Murphy said that before he opened the defence he should want to know exactly the case he had to meet.

Mr. Justice Romer said he was not quite clear on that point, except that the plaintiffs said that generally there was fraud, and that they were also entitled to succeed on another principle.

Mr. Murphy said his impression was that the plaintiffs were anxious to suggest fraud without charging it.

Mr. Bousfield said he thought he opened a case of fraud, and if that had not been distinctly understood, he said now that the defendant had been engaged, and was now engaged, in a fraud.

Mr. Justice Romer: What is the fraud?

Mr. Bousfield: That he, well knowing that the name of St. George was connected with the plaintiff company, and with its cycles, had been trading under that name, and selling cycles under that name, knowing perfectly well that he was trading upon the reputation of the plaintiffs' name, and not upon his own.

Mr. Justice Romer asked again what was the principle upon which the plaintiffs were entitled to succeed if there was no fraud.

Counsel desired an opportunity of considering this point, and the Court then adjourned.

On the third day of the hearing, Mr. Murphy, Q.C. (with whom was Mr. Birrell, Q.C., Mr. G. N. Marcy Davis, and Mr. Israel), in opening the defence, said the defendant was a young man, who started in this business with perfect *bona fides* and had since continued it. He gave every possible publicity of what he was doing to the plaintiff, and had exhibited side by side with the plaintiffs in 1890, 1891, 1892, 1893, and 1894. Under these circumstances the defendant's case was that he honestly acquired the use of the name of the St. George's Cycle Company, and was entitled to use it just as much as the plaintiffs were entitled to use their name. When he received a letter from the plaintiffs summoning him to give up the name he asked for particulars of the fraud, but none were given, and this action was brought. He (Mr. Murphy) was going to ask the Court to say there was nothing in this case, and that the truth was that it was an attempt by the plaintiffs, who had surrendered the use of the name St. George, to prevent the defendant from using a name he was free to take and registering it as trademark. In truth, the action was brought for the purpose of advertising the plaintiffs' business at the expense of the defendants, and to injure the defendant's business by bringing forward every person who had a complaint to make about the defendant's machines. The Court would be asked to say that the case for the plaintiffs had been disproved, and that they had not from 1887 anything like the exclusive use of the name St. George in connection with their machines. It was true that in 1885 the name St. George appeared as one of the plaintiffs' cycles, but that was a tender, the manufacture of which was then discontinued and was absolutely inconsistent with the idea that all the plaintiffs' cycles were known by that name. In 1887, the plaintiffs ostentatiously abandoned the use of the name St George as designating their machines, and registered the term "New Rapid," and from their catalogues and business documents the name St. George disappeared. The plaintiffs had not called a single traveller, but had for their own purposes carefully selected eight agents, four *employes* of the company, two newspaper editors with whom the plaintiffs advertised largely, and gentlemen who spoke of the defendant's machines breaking down. The idea that the plaintiffs had spent hundreds and thousands of pounds in advertising the term

New Rapid, but the wicked public would force the name St. George on them, was ludicrous in face of the fact that it was now admitted that no orders for St. George's machines could be produced. He submitted that the plaintiffs had known of the existence of the St. George's Cycle Company since 1890, and that it was not until 1893 when it was sought to register "Impetus" as a trade mark with St. George and the Dragon, that the plaintiffs chose to wake up. What property, he asked, had the plaintiffs in the name St. George that disentitled other people to use it. If they had used it as a trade mark, and the public had got to know their machines by the name St. George, he would not have a word to say; but the plaintiffs had practically told the public they did not call their machines St. George's, but New Rapids. Dealing with the allegation of fraud, the learned counsel said that the case had closed as against Mr. Baron without any evidence of fraud. Mr. Baron's son had said that letters came addressed to the St. George's Engineering Company, and were dealt with by him. But was the defendant to be damnified because the son of a man with whom he had a disagreeable lawsuit came to assist Mr. Palmer by evidence of that sort? He claimed on behalf of the defendant that such evidence should be disregarded. With regard to Mr. Whymper, that gentleman had made an unfounded claim for £20, for which he brought no action, but stuck to the samples. With reference to the point that the defendant had continued to carry on business after the notice from the plaintiffs, the learned counsel said of course he did, because he challenged the plaintiffs' right to prevent him, and asserted a legal right to do everything he did. It did not follow that because stupid people put wrong addresses that there was confusion with which the Court would interfere, and he might mention that the defendant had also been a sufferer. The question was, had the defendant started in business honestly to make a living for himself, or had he done it with a view of cheating the plaintiffs and trading on their reputation? Not one farthing of damage to the plaintiffs had been proved, and he submitted the defendant ought not to be restrained from carrying on his own business.

Mr. S. J. Kent, the defendant, was then called, and gave evidence as to his acquiring the business and advertising as the St. George's Cycle Company. He first heard of the St. George's Engineering Company in September, 1891. Letters had come to him addressed to the St. George's Engineering Company, but from the contents of the letters he was able to see that the letters were intended for him. He never executed any order which he believed was intended for the plaintiff company. Except in Court he had never heard persons in the trade call the plaintiffs' machines St. George's. Mr. Whymper might have mentioned the similarity between the two names, but he denied having said it was so much the better. Mr. Baron applied to register the word "Impetus" and St. George and the Dragon, but did not complete the registration, and witness made a fresh application for registration. In 1893 he applied to register the words "Royal George," which the plaintiff company opposed.

Cross-examined: When he took over Baron's business there was business of a class done there. When he signed the agreement with Mr. Baron, he knew there was a firm of cycle makers known as the St. George's Engineering Company. At the Stanley Show he did not remember anyone asking if the St. George's Cycle Company sold New Rapids, or if they had any connection with the St. George's Engineering Company. He did not hear people say, referring to the St. George's Cycle Company, "Oh, this is the Birmingham Company." He had heard the St. George's Engineering Company spoken of as the St. George's Cycle Company, but he did not think that putting St. George's Cycle Company on the stand would induce people to think they were the plaintiff company. He was not told that if he registered his trade mark with the words St. George's Cycle Company on it he would get into difficulties with the St. George's Engineering Company. His contention was that he had a perfect right to use the name St. George, he having built up a business, and the name having become valuable to him. Up to the end of 1893 his machines were advertised under the name "Impetus." "Royal George" was adopted in 1894, and "Impetus" omitted, the former being a better name.

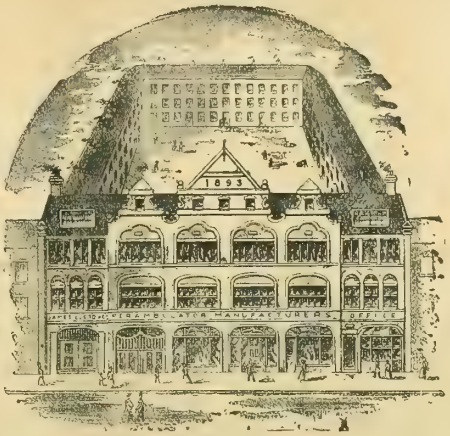
Some twenty witnesses having been called for the defence, Mr. Birrell submitted that the plaintiff had not made out his case, and that there was no evidence to show that Mr. Kent was guilty in the slightest degree of anything which could possibly be called fraud. The most that was brought home to his mind was that there was a company at Birmingham manufacturing a cycle called the New Rapid; there was nothing to bring home to him the least knowledge of any reputation acquired in the trade by the New Rapids under the name of St. George. Mr. Bousfield cross-examined Mr. Kent, but nothing came of it, and there was nothing to show that there was anything dishonourable or that the name was adopted with a view of passing off his goods as the goods of the plaintiffs' company. There was not the faintest pretence of any confusion in the machines themselves, either in the trade mark or the get up or make, or in the note paper of the firm, or other surrounding circumstances to which judges in cases of this kind attached so much importance as evidence of fraud. The plaintiffs' case was that their machines were not only known as New Rapids but as St. George's. Why, the plaintiffs' club was called the New Rapid! Who are the defendants deceiving? They were not deceiving experts, they were not deceiving manufacturers, they were not deceiving agents, and there was no evidence whatever that they were deceiving the public. In 1890 Mr. Palmer went to the cycle stall of Mr. Baron's firm, and had that amusing conversation with the "youthful representative." He handled a machine there and discussed the machine, and was told that it was better than the New Rapid. That was an element of the case which the Court would not overlook. The evidence of persons connected with the trade was of very great importance indeed, and these persons said that the plaintiffs' machines were not known by the name St. George's.

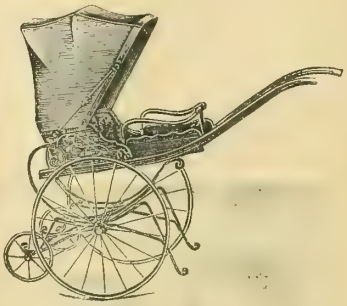
Continuing, Mr. Birrell said in the first place that the evidence of fraud broke down, and in the second place, that Mr. Kent never knew the plaintiffs' machines as St. George's, and, therefore, had no object or motive whatsoever in carrying on business under a name which only did him harm, unless the New Rapids were known as St. George's. Then he submitted that the plaintiffs had not made out their case that their machines were known as St. George's, and inasmuch as the relief they sought was to restrain the defendant by injunction from carrying on business under the name of St. George's Cycle Company, because it led to deception, their whole case was based on their making out that their machines were known as St. George's. It was a strong thing to assert that, because the plaintiffs carried on business under the name of St. George, nobody else could use that name in a different connection. There was no more connection between Royal and St. George than there was between Great George and Royal George; and to say that St. George was specially connected with the plaintiffs' company, of Birmingham, was to carry the association of ideas to a perfectly ridiculous extreme.

Mr. Justice Romer, in delivering judgment, said: In my opinion the plaintiffs' case fails. As the result of the evidence, I have come to the conclusion that the defendant in carrying on and continuing his business as he has been and is doing has not been guilty of any fraud or of any wrong doing as against the plaintiffs in respect to which they are entitled to an injunction against him. The plaintiff company, no doubt, is well known as a large Birmingham manufactory of cycles, and I also think that occasionally, no doubt, their customers, or persons in speaking of or addressing him, for short call them St. George's or St. George's Company. But, as the result of the evidence as a whole, I am satisfied that their machines are not generally known as St. George's, but are known as Rapids, or New Rapids. Years ago, apparently, they had other names to describe their cycles, and amongst those names was the term St. George, but they long ago ceased to use those names as the names of their cycles, and in particular long ago ceased to use the name St. George, and I am satisfied that St. George never did become associated in the eyes of the public with their cycles. For many years now past the plaintiff company have widely advertised their cycles as Rapids, as New Rapids, and the old names have been intentionally and thoroughly dropped out; and I am satisfied—taking and speaking of the evidence as a whole—that though occasionally some persons who know them well may use the term St. George as designating the manufacture of their cycles, or in connection with their cycles, yet speaking as regard to public uses and public knowledge, on the evidence, I am satisfied that the term St. George does not designate their cycles, but that the plaintiffs' cycles are known by the name of New Rapids or Rapids, and by that name substantially speaking, only. The plaintiffs' trade mark has nothing whatever to do with the word St. George. It is before me, and I see it is in the shape of a Mercury riding on a cycle and bearing another cycle on his shoulders, and the only words forming part of the trade mark are the words, "New Rapid—true tangent wheel." Now that is the position of the plaintiff company and their trade. I will now proceed to state shortly the position of the defendant in reference to this action. Some time in the year 1889 Mr. Baron commenced carrying on business under the name of the St. George's Cycle Company, at Upper Street, Islington. The circumstances under which he adopted that name have been explained in the evidence before me, and I do not come to the conclusion that he started using that name fraudulently, or with any object of being confounded with the plaintiff company, or to pass off his goods as the plaintiffs' goods. The defendant bought Mr. Baron's business in 1891, and since that time this business has been carried on under that name, and, as I believe, honestly and with no intent to deceive. The business has been carried on openly under the name I have mentioned, and has been widely advertised, and moreover the defendant has exhibited his cycles under his trade name of the St. George's Cycle Company at many shows, including the Stanley Show; and now, apparently, the defendant is doing though not a large business yet a fairly good business. The circumstances under which the defendant's trade name of "Royal George," as applied to these cycles, came to be adopted, and the circumstances under which the trade mark of the design of St. George and the Dragon has been registered by him as his trade mark, have been given in evidence, and I see no reason to come to the conclusion that they have been adopted with any fraudulent or improper intent. Moreover, I am satisfied on the evidence before me, that the carrying on, by the defendant, of the vendor's business as a cycle manufacturer, under the name of the St. George's Cycle Company, has been known to the plaintiffs' company for many years. I was sorry to hear the evidence given by Mr. Palmer. His evidence was clearly not correct as to what took place at the Stanley Show of 1890, and I am satisfied that the plaintiffs' company knew from at least the year 1890 (and possibly before) that the business of the defendant was being carried on under the name it bears, and that the plaintiffs' company did not think fit to take proceedings until the end of May, 1894. Under these circumstances, on what ground can I grant the plaintiffs the relief they claim? I see no sufficient ground. I can go so far as to say that I think occasionally some inconvenience may be caused by the two names both containing the word St. George, and both selling cycles. But that is not sufficient to enable the plaintiffs to stop the defendants from using the name which they have used in the way I have mentioned—the defendant and his predecessor since 1889. The names are not so identical as to be capable, in my opinion, of being mistaken by any person of ordinary intelligence and exercising reasonable care. The St. George's Engineering Company, of Birmingham, cannot, except by a person who is stupid or ignorant, be confused with the St. George's Cycle Company, of Upper Street, Islington. Nor do I see that the way in which the defendant's goods are put upon the market, or the way in which they are described, or the way in which the defendant is carrying on business generally, are such that I could hold that the defendant is carrying on business in such a way as to lead people or the public to suppose that his business is the plaintiffs' business, or that his machines are the St. George's Engineering Company's machines. Under these circumstances, the plaintiffs' action fails, and must be dismissed, with costs. With regard to the application to remove the trade mark, "Royal George," from the Register of Trade Marks, it has been admitted by Mr. Bousfield, who appears for the plaintiffs in this case, that that must fail if the action fails, and accordingly that motion also must be dismissed, with costs.

At the conclusion of this judgment, there was some applause in Court, which was immediately suppressed.







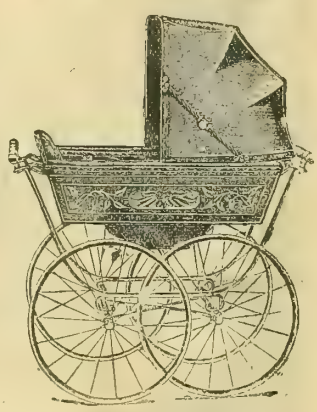
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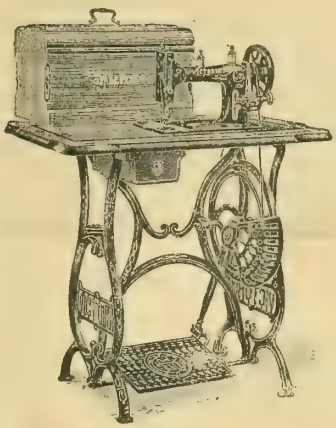
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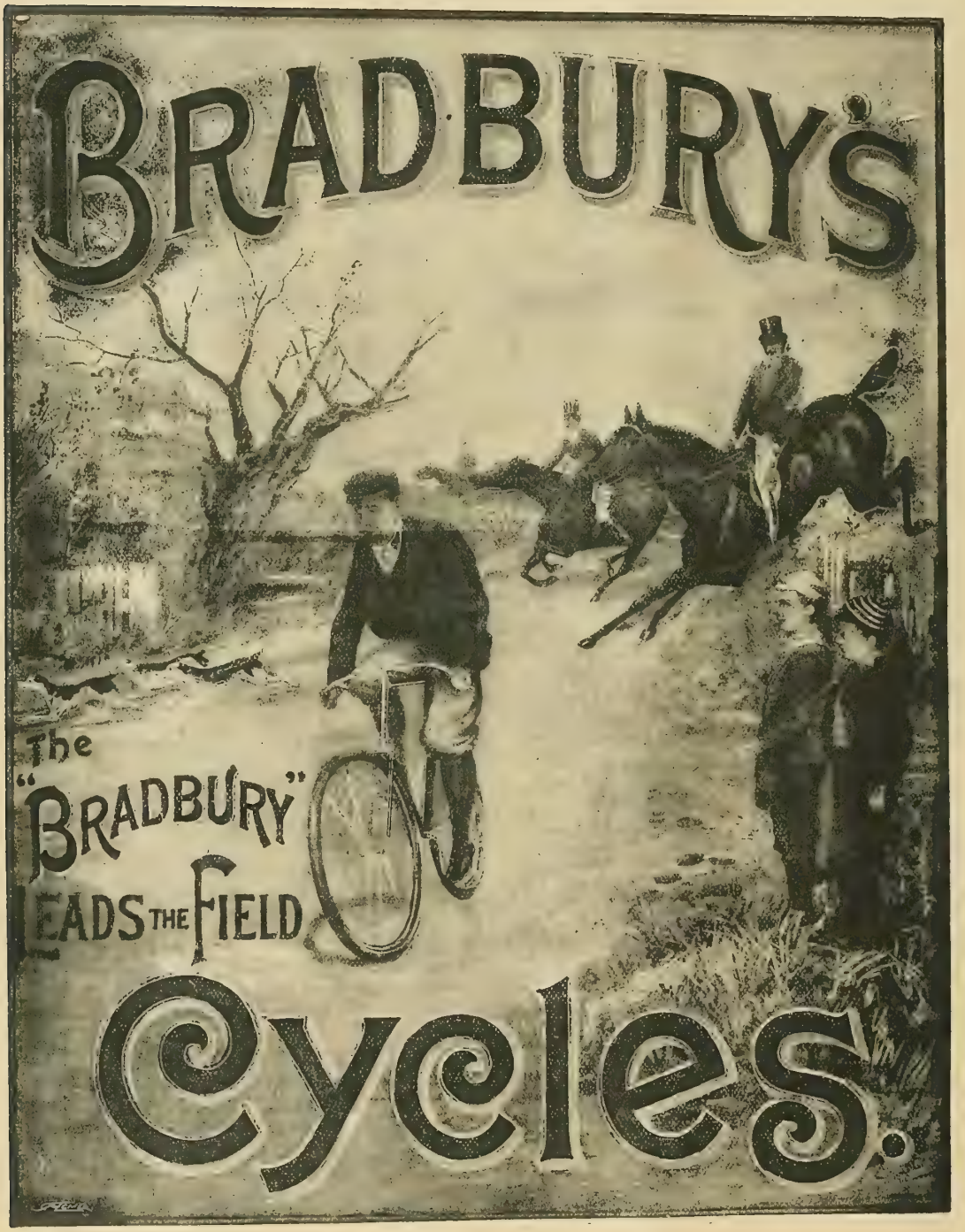


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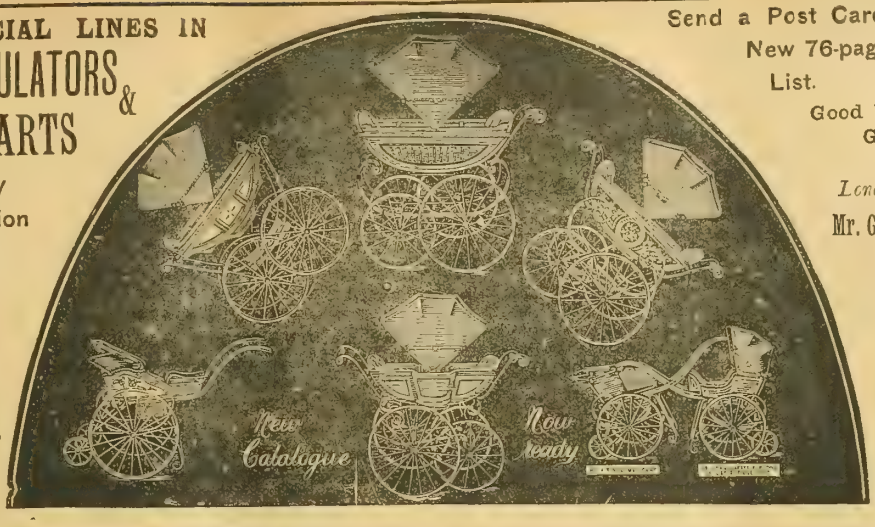
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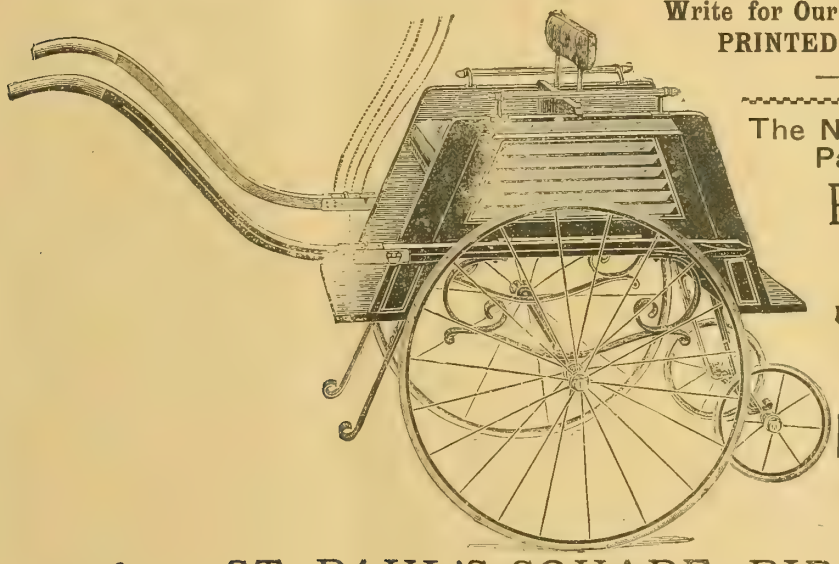
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Editorial Notes.

The State of Trade.

We hear on all hands that there has been a decided improvement in trade the past three months; indeed, we really appear to have "turned the corner," and it is certainly about time. Unfortunately there is at least one black cloud in an otherwise clear sky—we refer to the threatened strike in the shipbuilding and building trades. It is to be hoped that these quarrels can be adjusted without resort to a strike, with its dislocation of trade and the attendant hardships inflicted upon the families of the workmen.

The Bankruptcy Returns.

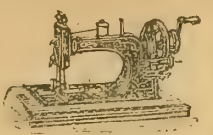
We give elsewhere a summary of the report on bankruptcy, which will be found not a little interesting to every reader who gives a moment's thought to this important question. The Inspector-General calls attention to the fact that one of the principal causes of failure is the lack of adequate capital. He is, of course, speaking of trade generally, but his remarks have, perhaps, a particular bearing upon the domestic machinery trade. It is surprising how many canvassers rush into business on their own account merely because they find themselves successful in effecting sales, without pausing to reflect that, unless they possess the requisite capital, it is impossible to buy goods on three months' credit and yet give two years' credit to their customers. Another cause of failure, says the Inspector-General, is ignorance of bookkeeping. We are trying to assist our readers on this important matter by the series of articles which Mr. Dobson is now contributing to our columns. A third cause of bankruptcy is the prevalence of price cutting among traders, and a remedy for this is difficult to determine. Some traders consider it better to sell at unremunerative prices rather than permit their competitors to take away their trade. When face to face with this problem, traders should consider whether it is not more honourable to fail from an insufficiency of trade rather than from an insufficiency of profit. Failure in the latter case, it is certain, is often attended not only with disappointment to the retailer, but also with ruin to the manufacturer with whose goods the reckless competition has been carried on.

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Section

THE CHEAP MACHINE QUESTION.

Our American cousins enjoyed for many years, owing perhaps to the import duties, perfect immunity from the cheap machine competition. Latterly, however, they have been very much troubled indeed on this point. Correspondence is now proceeding in the New York *Sewing Machine Times* as to how to meet the competition, one of the latest letters being signed "John Thorn Alien," whose remarks we reproduce hereunder:—

The correspondent, Peck 88, who asks some advice, is evidently in earnest, as he repeats the request. Shall a dealer handle cheap machines by the side of the higher-priced, for the purpose of helping the sale of the latter?—is one of his questions.

He evidently does not contemplate any profit out of the cheap machines, but has in view their use as a foil—as a bluff, if you like. I am not averse to discussing that theme. Yet, I might rather ask if there is not something in the idea that savours of charlatanism, something of the dry goods deception order, in it? Bargain counter tactics have never pervaded the sewing machine trade as a general custom.

Is it policy, is it honourable, is it profitable, to use the Cheap Johns as a bait? Here is my view, which the inquiring correspondent may take as advice or simply as argument.

It is just as fair and honourable to the customer as the exhibition of cheap and high-priced goods of other makes. All merchants who duly regard the interests of their customers consider it the proper thing to show, when requested, a variety, and make known the real advantages of the higher-priced. If the customers are not misled as to the comparative merits, it must be of benefit rather than injury to them. But, as to the maker of the machine—how does the dealer stand with him, and how with his own conscience, in regard to such treatment of the cheap machine? Perhaps it is a square deal, and the manufacturer may be willing to sell a few machines to be used in that way—perhaps not. It all depends. I assume that the machines have been bought under such conditions that the dealer's conscience is free and that he has only to consider the profit in the operation.

Now, how about this profit—will it be more or less than if he confined his trade to the higher-priced goods? Let us see. He will sell a few of the cheap ones necessarily, though he may not wish to, but on them he makes no profit. He sells some high-priced machines to people who would have bought the cheap ones (at the dry goods store) but for seeing both kinds together. How many of this last-named class will largely settle the question at issue. It is on them, mainly, that the increased profit of the operation depends. Those who would buy high-priced ones in any event don't count in this discussion. They are neither more nor less. But there is still another class to consider—some who would have bought the high-priced will, seeing both together and comparing them, buy the cheaper, and here is a loss.

Now, what proportion do these several classes of customers bear to each other? Answer that question and I will tell you all the rest. Will the converts from cheap goods doctrines outnumber those who may change in the other direction?

Well, here again it depends. If the inquiring correspondent sees the force of my argument he may be able to answer his own question. I think most dealers would answer concerning their own trade. All the conditions of a business must be considered. The dealer's make-up and that of his customers must be considered. Put the two kinds of machines side by side and let the customers choose for themselves and you would find a great difference between the choice of different localities. Just as much difference would be found in the way different dealers might show up and explain the machines. The practice that might be successful in one locality in the hands of one dealer might be unsuccessful elsewhere.

Generally speaking, I would think that people of means and well-informed, would be likely to appreciate the superior qualities of the high-priced goods if properly explained. People of less means might not see as clearly. Our minds are given cast by our circumstances, sometimes.

But here is another consideration. Some people are attracted by novelty and like to experiment. Is it good policy for a merchant to invite experiment? If his customers are known to be favourably disposed towards one make of machine, or other goods, is it judicious to show up a variety and run the risk of unsettling their minds? This class of custom is not influenced by the comparative merits of the machine or by the dealer's explanation. They simply try the cheap one because it comes to their notice. If they had not seen it they would not have thought of it.

Leaving Peck 88 question, I will now make a few suggestions as to handling cheap machines in the legitimate scope of merchandising. It seems to me that the cheap machine question for dealers to consider is as to what profit they can make out of them—whether by selling them at such profit as they will bear it will increase or decrease the whole profit of the business, whether selling them for a half-loaf profit is going to lessen the sale of the better goods? If the cheap machines are sold at a price that gives a fair profit, and the dealer gives them a chance, there is no doubt that in many localities they take some of the trade that otherwise would go to the higher-priced? Let us say, for argument, that the net profit on one is half what it is on the other; can we make two extra sales of the cheap where we lose one of the other? I think this is the question that concerns dealers.

It may be well for dealers who are troubled over cheap machine questions to realise the fact that the line between the two kinds is not as distinct as it was, nor is the distance as great. There are all prices now from the lowest to the highest. A dealer may sell a machine that is comparatively cheap and yet be far from the cheapest. And there are customers, too, who want to buy medium priced goods, in all lines.

I think it poor policy for a dealer to bend his energy to conquering competition. I believe in pushing on legitimate lines, tending to one's own affairs, making a good profit on whatever is sold, selling as much as possible at a good profit and nothing else. Under this course one will usually outlive competition that could never be crushed out. If others entertain different views I would like to hear from them.

BRITISH v. FOREIGN MANUFACTURE.

It is generally considered in this country that the principal cause of the foreigner being able to produce articles of merchandise more cheaply than ourselves is due to the lower rate of wages combined with longer hours of labour.

It would seem that this is not altogether accurate, judging from an inquiry which has recently taken place by a deputation which has visited the Continent on behalf of the British Iron Trades Association. The deputation, which was a thoroughly practical one, consisting of employers' and workmen's representatives, has visited, within the last few weeks, some of the principal works in Germany and Belgium. What the British delegates saw and learnt abroad was a revelation to them. The foreigners are, it seems, considerably ahead of us in machinery, while the workmen are better paid and better cared for.

The official report has not yet been issued, but the following is an outline:—

In the first part of this interesting story we find an account of a visit to a plate mill: "In this mill the plates were rolled, stamped, and straightened by means of an arrangement of screws upon the floor. . . . Take it on the whole, there is fifteen per cent. less waste on their plates than we allow in England." In this mill the output is fifty-two tons per shift, which employs seventy-two men. In one branch three times more men were employed than would be employed on the same work in the North of England, and for loading plates the men were paid 1f. per ton, as compared with 5½d. and 7d. in the Middlesbrough district, and a delegate states: "There is no roller in our district getting the output that these men are getting." A very important fact was elicited in the sheet trade, and that was that on their export trade there was a loss! The official told the deputation that "at the export price there was not a works in Belgium held its own or covered its dead cost." At another large works, consisting of blast furnaces, steel works, engineering works, &c., it was found that they were using ore costing 1s. 9d. per ton at the mines—which is less than our royalty rent. This ore contained thirty-eight per cent. of iron. In the blast-furnace department the highest wage paid to men was 4 francs and 50 centimes per day, and women received 2 francs. At each furnace twelve men and five women were employed charging and filling, the duty of the women being to fill coke and train it to the furnace. The average cost of labour was 2s. per ton of pig-iron, but this did not include extra labour, managers, foremen, &c., and the output per furnace was eighty tons per day. At these works all the engines of every description and every piece of machinery were made on the premises. At the second largest works in Germany the delegates found nine blast furnaces—two out of blast. They pay for ore from eight to nine marks per ton, delivered at the works. Within the area of the works are three collieries, so that the transport of coal takes place on their own lines. The coal is converted into coke in ovens of the Coppée type alongside the blast furnaces.

A Workmen's Paradise.

The firm has a savings bank for their workmen and give four per cent. interest on deposits. They have also hospitals and provision for old age. Some of the workmen have cows and fields and live ten miles from the works, travelling the distance by rail for a few marks per month. The firm employs 9,000 men, and the Government taxes and insurance funds for the workmen cost £40,000 per annum, or 5 per cent. on their capital. The Government will not allow boys under fourteen years of age to be employed, and practically no boys are employed. The output of the furnaces is 130 tons per day each, and at each furnace nineteen men are employed. Those who take the place of the regular men on Sundays are paid 50 per cent. extra, and all workmen on high holidays get 50 per cent. extra. The company own a large number of workmen's dwellings. Twelve marks a month is the rent of a house with four rooms and a small garden. For single men the company provide a barracks, and charge 1s. 6d. per month for the beds. After viewing this department one of the delegates said, "We have nothing to fear. When we take the number of men in each department and the wages paid in the North of England, there is nothing to fear." But if there is nothing to fear in the blast furnace department, we come badly out when the sheet-rolling mills are compared. After going through the sheet mill one of the delegates—an employer—said,

Wonderful Work.

"We were especially struck with the splendid finish of the sheets. As practical men we could not have believed in the possibility of rolling sheets so thin with so good a surface, and with practically no waste. We were more than surprised, both at the mode of working and at the sheets produced, and we could not have believed it possible for such splendid results with so little labour. It would be absolutely impossible to produce sheets in such a quantity and of such an appearance with the appliances we have at our disposal." . . . "As a practical man," said another delegate, "I must admit that I never saw anything like it, and could not have believed it possible unless I had seen it with my own eyes. There is a danger to the midland district, unless we can by some means

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increase our output, develop our machinery, and bring our sheets to greater perfection." Another delegate, a gentleman connected with the best works in sheets in the midlands, said, "The mode of procedure that is carried on there is so different from anything I have seen carried on in Staffordshire that it will revolutionise the whole mode of working the sheets: we shall have to begin and learn again."

Higher Wages than in England.

The output in the rail mills was 300 tons of rails per shift. The bloomers were paid 12 to 15 marks per shift, the roughing and others 10 to 12 marks per shift, furnacemen 7 to 9 marks, and no men about the mills or Bessemers at less than 5 marks, and the lowest labourer was paid from 3·75 to 4 marks. An Englishman at the works, who had formerly been at Darlington and Middlesbrough, told the delegates, "Undoubtedly our men are better off than the men in England. We pay, generally speaking, higher wages. You have some few men who get higher wages than any men in our works, but over the whole of the men we pay higher wages than you pay. That is an absolute fact." Another interesting point was that the firm was paying £5 per annum per man employed per year in Government charges. And with regard to hours of labour the delegates were told that it is the custom throughout Germany for the men in all the works to work ten hours per day. They are on the works twelve hours, but after meal times are deducted they practically work ten hours per day. Another works visited employed 2,700 men. One of the delegates says in reference to these works:—"I was astounded. Mechanical figures in a miniature Bessemer plant could not have worked more systematically than these men do, and every man seemed to do his work without an effort. The appliances were so that they moved about like a set of figures, and every man knew his place. There was no crowding or hurrying, and in the mills I never saw work done like it in my life. . . . At these works they neither spare money nor time. They have taken time to work out everything that was necessary to improve the machinery, and they have spent money freely." And with all this improved machinery the works are paying the best of any in Germany. For the last fifteen years they have paid 25 to 30 per cent. At another works visited 25,300 men were employed by the firm. Schools are provided where girls are taught domestic economy, and impressed with the importance of being able to adapt their expenditure to their income. Six girls were found preparing statements showing how they would spend incomes ranging from 15s. to 30s. a week.

Fine Houses at Low Rents.

With a view to prevent men from marrying at too early an age bachelors' barracks are provided in which nearly every form of amusement can be enjoyed, and in which the men can live for about one-fourth of their income. The steel mill is described by the deputation as being "a great deal better than anything we have." In the Bessemer department they also found a great improvement on anything we have in England. "The majority of houses occupied by the men are such as in England are occupied by managers of large iron and steel works, and all the houses have gardens." The delegates "never see such houses in the manufacturing districts of Scotland or England." The rent was £10 per year; for houses with six or seven rooms it was £14 to £15. Ten marks a year extra are paid for the gardens. The firm have 3,800 houses, and such is the demand for them that a man is not guaranteed one until he has been twelve years with the firm. Men incapacitated from work through sickness, old age, or accident are provided with a free house, and receive a pension from the Government as well as from the firm. The conclusion arrived at by one of the delegates was that "the first consideration of the firm seems to be the health, happiness, and contentment of their workmen. The social and material conditions are about the best I have ever seen, and certainly go a great way to account for the contentment of the workers and the prosperity of the firm."

FOR SALE BY TENDER, by Order of the Court, under Compulsory Dissolution of Partnership, DOMESTIC MACHINERY BUSINESS, goodwill, stock, and hire accounts, as a going concern. S.W. district, Surrey side.—For particulars, address Official Receiver, *Sewing Machine Gazette* Office.

THE MANIPULATION OF MACHINERY.

Writing under the above heading the *Boot and Shoe Trades Journal* says:—"If there is one thing which is causing trouble amongst the users of machinery it is the question of suitable labour to operate and follow the machinery. It was generally thought by manufacturers that when they could introduce machinery into their factories without the permission or interference of the National Union all their troubles would be at an end, and that foreign competition would have to bend the knee to English produce. So far, however, this happy state of affairs has been more dreamed about than realised, and although there are plenty of firms whose equipment of machinery is perfect, few really know how to use it and get the best possible results from it. In the first place, much labour is unsuitable, and it has been stated times out of number, and of late very disagreeably emphasized in practice, that a good shoemaker is not necessarily a good operator on a machine. When lasting and finishing machines began to be introduced into the factories the best workman, if he happened to be young, or not past middle age, was the selected operator, but the great knowledge of his trade has proved to be rather a hindrance than otherwise to his advancement, and disappointment has invariably followed. This is easily explained. Having learned to do his work in a certain way, and being able to secure such proficiency as placed him above his fellows, he naturally concludes that his way is the only way, and attributes all the shortcomings of his work to the machines, and not to his inability. Moreover, his ideas of capacity are regulated by his capacity as a hand-worker, and, honest though he may be in his ideas and endeavours, it is scarcely possible to hope that first-class hand-workers will ever excel as machinery operators. There are, and always will be, exceptions to any rule, but most manufacturers just now are experiencing the difficulty we refer to. The mere task of buying machinery is easy enough considering the prices at which it is offered and the terms upon which a lot of it is sold, but between getting possession of a machine and working it successfully there is a vast and inconceivable difference. In fact, some houses have too much machinery, and cannot employ half of what they have got, for the simple reason that they concluded that its possession was all that was necessary, but have since found out that the procuring of efficient labour is a far more difficult matter. In America the best workers on machines are mechanics—men and youths from machine shops, who have more knowledge of machinery than boots and shoes, just the same as a latheman has more knowledge of his lathe and the shaft he is turning than he has about the construction of compound engines, and English boot manufacturerers will have to follow in the steps of America in this respect as they have done in the introduction of machinery into the manufacture of boots and shoes. Some have already adopted this course, and, except in isolated instances, the mechanics have proved to be better operatives than the shoemakers. Some time ago we suggested that the machinery houses should train the 'help' and send it out with the machinery. We repeat the suggestion now, as in addition to its being a guarantee to the success of their machinery, it might be used as a lever to advance the price of machinery from its present and disgracefully low level to a level whereby vendors could get a living, pay a dividend to shareholders, and be in a position to give the manufacturer more time and attention when setting up and starting new machinery. We are convinced that machinery houses would find this system not only satisfactory to themselves and their customers, but would be profitable also, securing for the house that initiated it the preference when an order was to be given out. What manufacturer would not willingly pay more for his machinery if he could feel sure that he had no experimental work to do with it, run no risk of spoiled goods, and was assured that the machine would start running successfully as soon as it was put down? Besides all this, there is another side to the question which is rarely, if ever, touched upon, and frequently never thought about until the last, and that is the efficient supervision of the departments. Men who can manage a department successfully on the old system are not necessarily as successful when all is changed from hand to machine labour. The most efficient overseer is a man who is not only good in securing respect and order,

STANLEY SHOW, 1895.

THE

19th ANNUAL EXHIBITION

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AND

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but a man of administrative ability, understanding the operations of all the appliances and knows and can demonstrate the capacity of each. How many of such men have we who have had any special training in this important work? The re-organisation of the factory usually devolves upon the principal, who having other responsibilities and other matters to attend to seldom does it well, or when once he gets his machine department started leaves it in the hands of some one inferior to himself, and ultimately the machinery is considered a failure, and no wonder. Closing without the aid of fitters is a thing well-known in the States, but where is it practical here, and where are the persons who know how it is done, and could start closing-rooms upon that principle, with every guarantee of success? Yet it must come, because by that process the cost of production is lowered. What English manufacturers ought to do would be to import a little American labour to train the labour in this country, and when they decide to introduce new systems depute the work to someone who thoroughly understands his business. It would not need a very great outlay were a number of manufacturers in a centre to combine and engage the services of a man thoroughly versed in the practical details of manufacturing by machinery, who could undertake to instruct their foremen in the use and manipulation of machinery, and in the organisation of labour. But the petty jealousy which, we regret to say, exists between rival manufacturers is the obstacle to such a course. However, something will have to be done in this direction or the development of machinery must be slow, and be like the stuffed lion which did duty for a door-guard—an imposing but useless possession, or manufacturers must make up their minds to give way before American competition both in our home as well as our colonial markets."

COURTESY IN BUSINESS.

Our excellent contemporary, the *Drapers' Record*, has recently been writing on the above subject, and with most of its remarks we are thoroughly in accord. It is nothing short of monstrous the rebuffs which travellers having articles to sell often have to put up with from traders upon whom they happen to call. We recall an incident which clearly shows that this course of conduct does not pay in the long run. Some months ago a traveller from the Continent had a parcel of goods to sell at any price so long as the transaction could be completed immediately, and he asked our advice as to whom he should visit first. We gave him a well-known name, but he shook his head and said emphatically, "No; I have a splendid bargain to offer, but that firm shall not have it because of the way they have previously treated me."

Our (*Drapers' Record*) attention was more particularly directed to this subject by the experiences, confided to us, of a recent visitor to these shores, who came from the Antipodes on business bent. Taken as a whole, he thought well of our commercial community, and especially, we are pleased to relate, of the representatives of the dry goods trade. He was generally received with courtesy, even though his sole business was not that of buying. But there were a few exceptions upon which he would expatiate with much good-humoured sense of the ridiculous. One case will probably awaken recollections in the minds of a good many of our readers. The visitor wished to do business with a certain firm, and, entering the house, asked for the principal. An *employé* indicated him in a subdued whisper, and the visitor approached the great man with the utmost *sang-froid*, quite unconscious of the liberty he was taking and the risk he was running. When within a few yards of the person he sought he was intercepted by another *employé*, who anxiously inquired his business. Wanted to see the principal? Well, if he sent his name and credentials perhaps he might be allowed to do so. But the person thus addressed was unaccustomed to this kind of treatment, and was, moreover, animated with a true colonial intrepidity in the matter of etiquette. So he walked past his interlocutor, skilfully avoided another would-be buffer, and the next moment was addressing quite familiarly the Personage himself, while all the adjacent *employés* looked as though momentarily the heavens might fall. The Personage appeared perfectly amazed at the interruption, and accorded his would-be interrogator a cold stare, and a curt request to be addressed in writing. Thus ended the interview, the humour of which everyone, except perhaps the Elect themselves, will recognise. As the rebuffed visitor said, with a twinkle in his eye, "I read the other day that even the greatest of Chinese mandarins must fall prostrate at the mere sight of the Emperor's umbrella, even when it is shut; but I did not expect to find almost a similar state of affairs in a London warehouse."

We mention this diverting incident because it points the moral of this article. Courtesy in business is one of the last things that should be more honoured in the breach than the observance. And we do not suggest that, speaking generally, it is so honoured among business men in the City. But there are unquestionably one or two conspicuous exceptions to the general rule, and we wish they were fewer. Curiously enough, the persons most guilty of "putting on side" in their relations with their commercial environment are generally totally undistinguished in every other respect. They have done nothing to create the business from which they reap the profit; in truth, were they obliged to go out into the world to earn their own living, they would probably find their services valued at not more than a pound a week. Yet, when wrapped in a sense of their own importance, Cannon Street itself is hardly big enough for them. Demeanour of this sort is altogether out of place in the City. Pomposity and stand-offishness are but poor substitutes for dignity at the best; and even the latter quality is but ill-suited to the requirements of modern business life. It should not be forgotten that persons desiring to sell deserve as much consideration as those intending to buy; for the one process is the natural complement of the other. And it is generally to be noticed that those who are most haughty with sellers are the most slavishly adulatory with buyers. We venture to suggest that such behaviour is a mistake. Business has endless ramifications, and in the multifarious inter-relations of those engaged in it, courtesy is the great lubricating element, the use of which should be universal. Because a man does not come to buy, he does not necessarily come to beg. The proposal he has to make may be primarily intended to serve his own purposes; but what business man goes about on any other errand? The buyer of big parcels has that end in view, as assuredly has the obsequious principal, who is the customer's most obedient to command. And it is a serious blunder to assume that no transaction deserves courteous consideration that does not take the form of a sale from wholesaler to retailer. The life of a great business house is made of countless other things, all deserving polite attention; and we cannot but regard it as a great mistake in policy when the opposite attitude is adopted. A principal, still less the representative of a department, ought not to shroud himself in an atmosphere of chilling exclusiveness to everybody except buyers. It should be remembered that courtesy in business is desirable in the relations of all engaged in it. Politeness is the right of the many, not the privilege of the few.

THE COMBINATION SEWING MACHINE SYNDICATE.

Under the failure of the Combination Lock and Chain Stitch Sewing Machine and Attachment Syndicate, Limited, Mr. S. Wheeler, Official Receiver, has issued from the London Bankruptcy Court a summary of the company's affairs, which shows an estimated deficiency of assets to meet liabilities of £1,047, and, as regards contributories, a deficiency of £6,000. The syndicate was formed in 1890, with a nominal capital of £6,000, for the purpose of acquiring the rights of a new combination lock and chain stitch sewing machine, and an attachment which it was claimed could be applied to any existing lock-stitch machine. It appears that several unsuccessful attempts were made to sell the patents, but eventually "The Victory Three-Stitch Sewing Machine Company, Limited," was incorporated with a capital of £100,000, the syndicate taking certain shares, but as the company does not appear to have done any business, these shares are returned as of no value. The failure of the syndicate is attributed by the secretary to its inability to sell the patent rights to existing sewing machine manufacturers, or to float a manufacturing company.

ON WINDOW-DRESSING.

Of late years much more attention has been paid by the sewing machine trade to window-dressing than formerly, but there is still room for great improvement. A well dressed window in a busy thoroughfare is one of the cheapest and best forms of advertising.

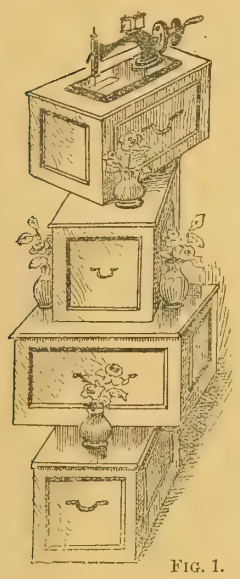


Fig. 1.

The *Warehouseman and Draper* is now publishing a series of articles, entitled "Up-to-Date Window-Dressing," written by "An Expert," and in its issue of the 21st ult. a "Sewing Machine Window" is dealt with. By arrangement with our contemporary we reproduce this article, together with its illustrations, to show what can be done in this line at small expense :—

First cover the floor with green baize or a good carpet, then drape the sides of your window with lace curtains, and round the sides and top of your window festoon with long grass close to the glass by pinning them to the beading of the window. At either side of your window dress with two rows of walnut machine covers in a slanting position one above the other, three parts up the window, each cover slanting in a different direction, and place a sewing machine on top of the covers, and on the corner of the covers stand a small vase of roses or plants, as shown in illustration Fig. 1.

Then at either side of the window on the floor close to the glass, and in front of the machine covers, lay a machine cover on its side in a slanting position, with the handle showing in the front ; next put a sewing machine on the top, and on the corner place a small vase of roses, plants, or fancy glass of flowers, see illustration Fig. 2.

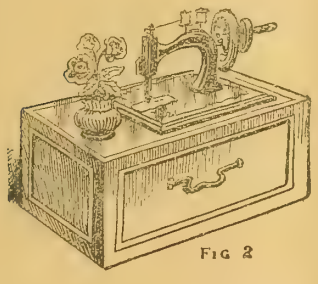


Fig 2

At either side of the window put a sewing machine on the floor, close to the cover just put in and slanting in the same way near the glass. In between the two machines just described, place another hand sewing machine on the floor, this time straight and near to the window ; fix underneath the needle of each sewing machine a piece of art needlework, worked on different coloured satins, then along your window, close to the glass and in front of the machines on the floor, dress here and there with bottles of machine oil and vases of flowers; this will finish your first row.

Commence your second row by putting a treadle machine about a foot further back from those just mentioned, and stand in front of the treadle machine a fine art picture of needlework to show what can be done by these machines. The bottom of the picture should touch the hand sewing machine in front and the top part leaning back against the treadle machine, then at either side of the last-mentioned machine stand two machine covers on their ends corner-ways on the floor, and place a sewing machine and

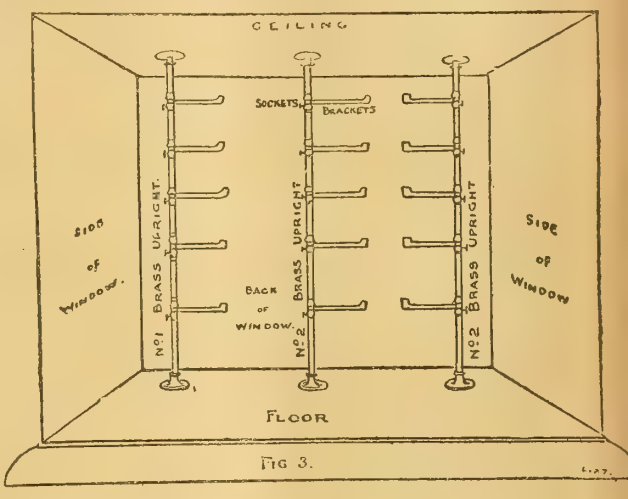


Fig 3.

fancy vase with flowers on the top ; this will finish your second row.

Previous to dressing the back part of the window, see

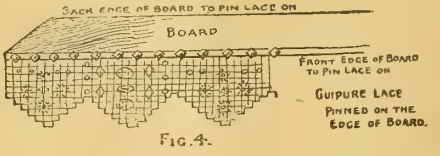
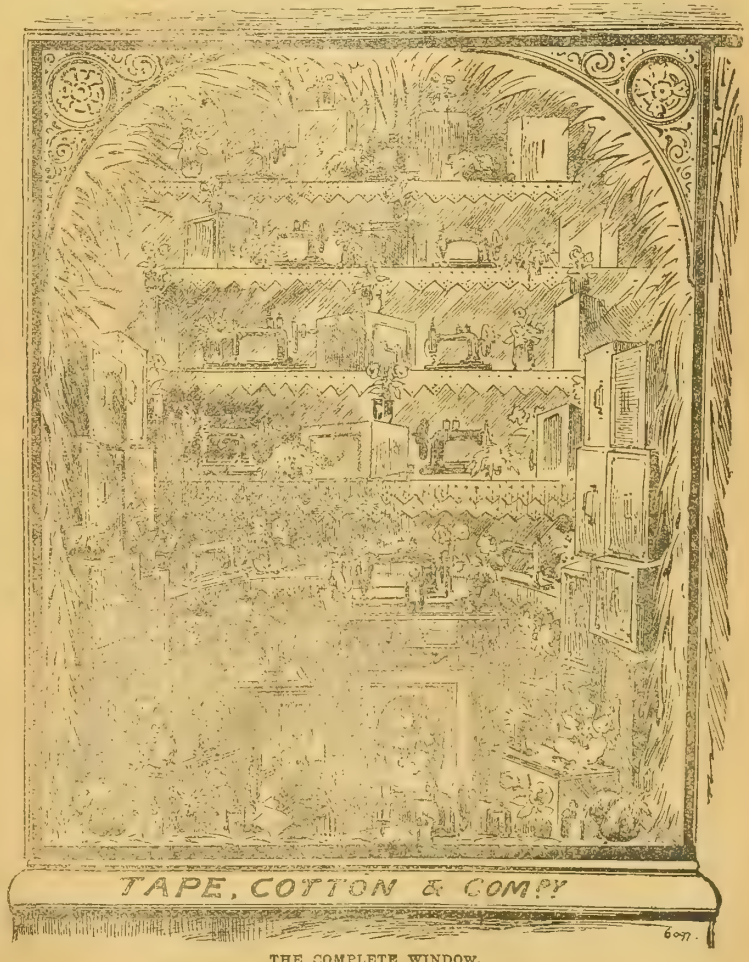


Fig. 4.

to the fittings, which should comprise three brass uprights with five brass sockets and five plain brass brackets on each upright, the three uprights to be placed



THE COMPLETE WINDOW.

at the back, one in the centre, and the others at either side, as shown by illustration Fig. 3. This done, secure a board about 12 inches wide, half circular shape, and the length of the window, together with four straight boards 12 inches wide and the length of the window. Cover these with green baize, and on the edge of the board at each side pin a good guipure point lace, as shown in illustration Fig. 4.

Fix the first circular board on the brackets on the three uprights, so that the point of the lace almost touches the top of the sewing machines on the back row already dressed. Commence at the left hand corner of the board with a cover laid on its side in a slanting position, showing the handle of the cover in front. Place on the top of the cover a small vase of flowers, and next to this put a hand sewing machine straight, and near to the machine stand a vase with a plant in it. Having done this lay a second cover same as before, with a vase of flowers on the top, and next to this stand the second sewing machine in a straight position, placing in line another vase with a plant in it. Next lay a third cover in a slanting position, with a vase of flowers on the top, and this will finish the first board.

Fix your second board on the brackets of the brass uprights, allowing the point of the lace to almost touch the top of the covers on the first shelf, commence dressing at the left side with a cover in a slanting direction opposite to those on your first board, and on the top of the cover stand a small vase with roses ; next to the cover place a vase with a plant in it. Place a sewing machine in a straight position, and then a second cover slanting in the same direction as the first, with vase and plant on the top of the cover ; next place a sewing machine straight, then a vase with a plant in it, next a third cover slanting in the same way as first and second covers, with a vase of flowers on the top ; this will finish the second board.

Fix your third board or bracket in the same way as described for number one and two boards, and dress precisely in the same way as described for the first board ; the fourth board to be dressed in the same way as the second, and the fifth in the same way as the first ; then at the top of the back of the window festoon with guipure lace, this will complete the window.

LAST YEAR'S BANKRUPTCIES.

Improved Conditions.

The twelfth annual report to the Board of Trade, on the subject of the Administration of the Bankruptcy Acts for 1894, shows that the number of receiving orders made was 476, or involving liabilities £6,963,806. The assets realised £2,349,267, leaving an estimated loss sustained by the creditors of £5,384,173. These figures compare favourably with those of the preceding year, for the receiving orders are less by 112, with liabilities reduced by £528,561, and assets less by only £469,181. The estimated loss to creditors is therefore less by £204,763 than in 1893.

The deeds of agreement registered numbered 3,894, a decrease of 44 ; while the liabilities, £6,419,099, were less by £1,154,767. The estimated loss to creditors was only £4,311,316, as against £5,280,165 in the previous year.

The number of failures scheduled last year, it will be noted, show a reduction amounting to nearly 2 per cent., while the liabilities show a reduction of over 11 per cent. The foregoing figures, observes the Inspector-General in Bankruptcy in his report, and the fact that during the present year the failures continue to show a progressive decrease upon the figures of 1894, confirm the generally prevailing impression that the condition of business is slowly improving, and the year 1893 may probably be regarded as indicating the high water-mark of insolvency over a considerable period.

With regard to the chief causes of insolvency, the Inspector-General remarks :—Among the *trading failures* these may be summarised as follows—a lack of business capital ; ignorance of book-keeping or want of attention to books and accounts ; excessive trade credit given to untrustworthy customers ; misplaced confidence in *employés* either at home or abroad ; the system of accommodation bills ; reckless speculation in produce, carried on when the debtor knows himself to be insolvent.

In the *financial and speculative failures, apart from ordinary trading*, the chief features appear to be those which arise from the temptations afforded to ingenious persons by the state of the law relating to joint stock companies for the formation of companies which do not meet, and are frequently not intended to meet, any real public requirements, and the numerous breaches of trust which frequently accompany failures of this class. The failures classed as due to personal extravagance, &c., although in many respects similar to the last class, are especially characterised by the fact that as a rule the debtors have simply availed themselves of such facilities as they possessed for obtaining credit without any attempt to provide for the fulfilment of their obligations. The creditors in such cases often contribute to the result by encouraging the indulgence in extravagance on the part of their debtors in the expectation that their usurious charges will be paid by the debtors' friends.

In considering how far these causes of insolvency operate injuriously outside the circle of the parties immediately concerned, and how far, therefore, the failures have any wider public interest, it is necessary to distinguish betwixt these various classes.

In cases of gambling and personal extravagance, &c., the chief sufferers are the unfortunate debtors themselves. In the case of speculative adventurers, more especially where the speculation is carried on by means of company promotion, the main result, so far as the public is concerned, has been to throw considerable discredit upon the latter form of enterprise.

The injurious effects of trading failures are wider in their range, although perhaps not so fully appreciated or understood. The direct losses sustained by creditors in these cases do not, remarks the Inspector-General, constitute their chief evil. The mischief done by irresponsible competition is far more serious ; for the economic laws which underlie the operations of commerce largely lose their force when the sense of responsibility is withdrawn from commercial transactions, and it can hardly be doubted that the sense of responsibility is greatly weakened, and in many cases destroyed, when a debtor finding himself insolvent, plunges into reckless operations, his main object being not to conduct his business on recognised principles of prudence and honesty, but to gamble at the risk of others than himself, or perhaps merely to create new means of obtaining financial accommodation at any cost to those with whom he deals. To such a trader it matters not that the produce which he purchases on credit has to be sold at prices lower than those at which it was bought, and the records of insolvency show that a course of unprofitable trading may be carried on for years by men who know that they are insolvent, before it is terminated by bankruptcy. It is impossible to estimate the effect on the markets of the world of such a course pursued by even a small number of reckless traders. But it can hardly be doubted that it has an important bearing on the prices of general commodities. It is alleged, and apparently with good grounds, that the operations of speculators in what are termed "futures," *i.e.*, operations which are not based upon actual deliveries of produce, but on mere contracts to deliver at some future date, and which are settled by the receipt or payment of "differences" when the date for delivery arrives, have tended by the unnatural competition which they create, to depress the price of commodities below their natural level, the actual holders of such commodities being powerless to contend against these purely speculative influences. But however injurious such operations are, through the inter-

FOR SALE—A BARGAIN.

Lloyd & Co., Limited, having decided to entirely relinquish their retail trade, carried on since 1871 in the Boro', London, S.E., are open to treat for the disposal of the business. A very large retail trade has been done hitherto in these premises in mangles, perambulators, mail carts, and domestic appliances generally, and there are good prospects of an increased trade. Lloyd & Co. find it inconvenient to continue the retail branch, as they require all their energies for their new Perambulator and Toy Factory.

Address for further particulars :—

LLOYD & Co., Limited,

22, FEATHERSTONE STREET, CITY ROAD, E.C.

CAUTION.

Whereas, in an action brought in the High Court of Justice (Chancery Division) by *THE SINGER MANUFACTURING COMPANY* against a firm who offered for sale Sewing Machines not made by *THE SINGER MANUFACTURING COMPANY* as "Improved Singer Machines" and "————'s Improved Singer Machines," Mr. Justice Romer gave judgment in favour of *THE SINGER MANUFACTURING COMPANY* and restrained the defendants from using the trade name "Singer" in any way calculated to deceive.

And whereas *THE SINGER MANUFACTURING COMPANY* have received from numerous dealers who have also wrongfully used their trade name "Singer" apologies and undertakings not to again use the name in a manner calculated to deceive, and have paid damages and costs,

Notice is hereby given that *THE SINGER MANUFACTURING COMPANY* will proceed against all persons using their trade name "Singer" contrary to the said judgment of Mr. Justice Romer or otherwise wrongfully.

GILBERT D. WANSBROUGH,
6, Old Change, London, E.C.
Solicitor to *The Singer Manufacturing Company.*

ference which they occasion with the normal action of the laws of supply and demand, they are, after all, controlled by self-interest, and the speculative dealer in time-bargains is not likely to reduce prices by forcing the sale of his nominal wares below the point at which he believes he can replace them by real purchases if required. But the unscrupulous insolvent trader is governed by no such considerations. When once he has realised the hopelessness of his position, all prudential considerations disappear, and the distinctions which the law draws betwixt the trader who ceases to trade on realising his insolvency and the trader who only makes that discovery the starting-point for a fresh career of reckless operations are too slight to act as a real check upon such a course. The prices of commodities are thus largely determined not by the natural laws of supply and demand, but by the action of a comparatively few reckless competitors who have nothing to lose but everything to gain by carrying on business transactions even at a loss. The far-reaching effect of such influences is incalculable. The prudent merchant who restricts his business on discovering that, notwithstanding all the skill and industry which can be brought to bear upon its management, it cannot be conducted at a profit, finds that his self-denial is thrown away as regards any hope of placing the market upon a normal foundation. The manufacturer who has established a new market for his productions, finds it suddenly removed from his reach by unscrupulous competition, or is compelled himself to resort to the very practices which have undermined him, and to continue manufacturing at a loss, at the cost of his creditors, in order to postpone his own collapse.

On the other hand, it appears certain that the present bankruptcy laws have tended considerably to decrease this evil, although it has been suggested that the competition from which English traders suffer in the markets for manufactured goods may, in part, be due to similar causes operating in countries where the bankruptcy laws are less stringent. It is also possible that a firmer administration of the law on this point might be for the public advantage. The creditors of particular estates as a rule are inclined to regard the practice of trading, after full knowledge of insolvency, as too common to excite any strong feelings of resentment, and it is sometimes very difficult to induce some of the Courts or of the Official Receivers to regard the practice as one of a serious character. The point which the Inspector-General emphasises is that where a debtor has once realised that his capital is lost, and that he is trading entirely at the risk of his creditors, any deliberate attempt to carry on his business by selling goods at a loss for the sake of keeping himself afloat, is and ought to be recognised as far more injurious to the commercial interests of the trading community as a whole than some even of the specific bankruptcy offences which are dealt with under the criminal law.

JOTTINGS

Mr. F. G. Heath, needle manufacturer, of Redditch, who failed in 1891, intends applying for his discharge on the 17th inst.

Mr. D. J. Falconer, late a district manager with the Singer Manufacturing Company, latterly in Bristol, has resigned his office.

Mr. E. Kennard, house furnisher and dealer in perambulators and mangles, has removed from Sheep Street to Abington Street, Northampton.

At the recent Congress of the Federation of Sailmakers, the use of the sewing machine by the manufacturers was considered to be operating disadvantageously to the interests of the workmen.

Mr. Thos. Brooker, ironmonger and dealer in cycles, prams, and mangles, has opened premises at 39, Bucklersbury, Hitchin, which are additional to his establishment in Station Road, Hitchin.

Mr. W. L. Cooper writes us stating his appreciation of Mr. Dobson's articles on bookkeeping, and he adds that he mails his copy of this journal alternatively to New York and Cuba. Many thanks!

The old-established Middlesbro' firm of drapers, furnishers, and sewing machine dealers, for many years known as Wright & Archbald, is now a limited company, with a registered capital of £46,000.

A new concern, called the New Washing Machine Company, has started business at 3, Colonnade, Cheltenham. We understand that they have a new style of machine, which they are patenting.

Mr. A. Walton, late manager of Messrs. W. Sellers & Sons' Edinburgh office, has taken over that firm's business, and in addition to sewing and knitting machines will sell furniture, perambulators, mangles, &c.

Mr. T. H. H. Cauty, well-known as a traveller for the American Wringer Company, has added an agency for Mr. David Myles, of Dundee, to his present business. The latter firm are manufacturers of woollen and jute carpetings, squares, rugs, &c.

The Singer Manufacturing Company have opened several new offices the past month as follows:—LEIGH: 121, Bradshawgate, under Manchester district; GLASGOW: 278, New City Road; BRISTOL: 55, West Street; and DARTFORD, 56, High Street, under the Southern district.

Both Mr. Fair and Mr. Noble are now connected with the Singer Manufacturing Company's factory trade, the former stationed at Manchester and the latter at Bristol. They were both at one time in the service of the Wheeler & Wilson Company, and have had many years' experience of the sewing machine trade.

In connection with the conviction of Mr. Rothwell and Mr. Entwistle, recorded in our August number, an application was recently made to the High Court for a new trial, on the ground that one of the jury was a minor, and therefore the jury panel was not legally constituted. The judges granted a rule *nisi*, so that it is highly probable that a new trial will take place.

Mr. J. Sutherland, after seventeen years' service with the Singer Manufacturing Company (fourteen as superintendent for Caithness, Orkney, and Shetland), has resigned his position. He is now arranging to act as commission agent from his residence in Rose Street, Thurso, and would be pleased to receive catalogues from manufacturers of sewing and washing machines, furniture, perambulators, and musical instruments.

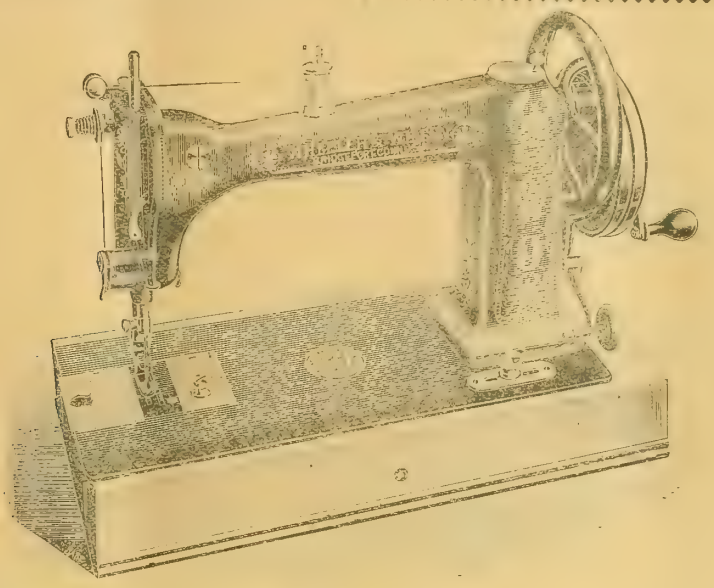
Traders who are in the habit of using unstamped private postcards may be interested in the following experience of a firm of shippers and publishers:—"For a length of time we have used without check postcards with a border around the address side, but on Friday were surcharged one penny. It took the postman and the writer some time to discover why, and at last it was noticed that the Post Office authorities had placed a small cross against the border. Calling at the General Post Office with the card and a written inquiry, we learn that a border is not allowed on the address side, and the surcharge could not be refunded. The attention of printers as well as the public needs to be called to these penny traps."

The process of winding-up an estate in bankruptcy not infrequently proves most disastrous to creditors, as many firms in the domestic machinery trade know to their cost. A letter of a firm of London accountants giving their experience in this direction is not without interest. They write:—"We enclose copy of a statement we have recently received of the expenses incurred in the realisation of a bankrupt's estate. We do not suppose that you can find space to insert the details in full (instructive although we believe them to be), but you will notice that the cost of realising assets amounting to £262 3s. 9d. comes to £201 19s. 1d., and the balance actually left for division among the creditors, after deducting preferential claims is only £23 13s. 8d. The realisation of a bankrupt's estate was supposed to be for the benefit of his creditors, an end which appears at present to be quite overlooked."

A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

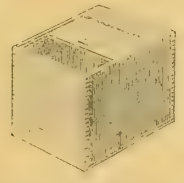
Lists in Preparation. **Enquiries Invited.**



THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin in Position.

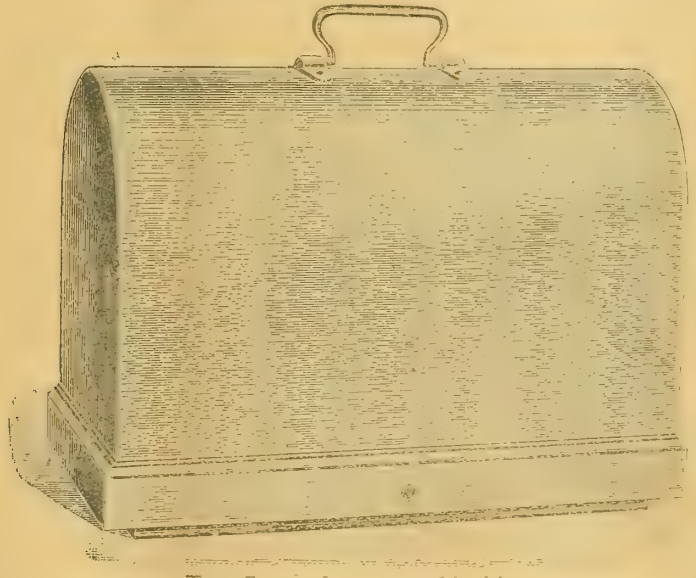


REVOLVING SHUTTER BOX.
For Accessories and Attachments.

THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin Out.



The Cover for above Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 to 11, PAUL STREET, FINSBURY, LONDON, E.C.

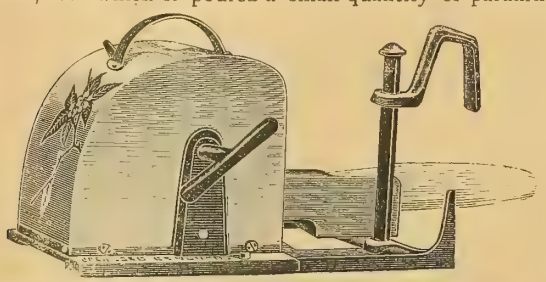
LARGE v. SMALL MANUFACTURERS.

It has long been recognised that sewing machines can only be made profitably on a large scale. *The Engineer*, in a recent article, says that these are the days of great things. Turn in any direction you please, the race is to the swift, *i.e.*, the business man who is swift to build himself a big place, to increase his power of production and to reduce his cost of output, to employ every labour-saving appliance he can get; in short, to do a great business at the least possible expense, and with the utmost expedition. The trade of the future is with him. This feature of modern manufacture is evident all round. It applies equally to raw material as to finished goods. The small coalowner of to-day has no chance. He struggles along for a time, and is then elbowed on one side by his bigger rival. There never was a time in the coalfield when the minor mineowners had a harder struggle to live. Colliery extension is being pushed forward on every side, and every fresh enterprise has increased facilities for bringing coal to bank with less waste, both of material and of time. The inevitable result, of course, is to monopolise the market. It is the same in regard to finished goods, soft and hard. The smaller firms, who used to depend upon their regular customers in the different towns of the kingdom, feel more and more the pressure of the large establishments, which can afford to keep vast stocks, and are in a position to produce immense quantities at lower rates than can possibly pay the smaller makers. This is not altogether a cheerful feature of English work, but it is the direct outcome of the extreme severity under which modern manufactures are carried on. The American and the German have been before us in the application of labour-saving machinery for the production of what the world needs. The whole trend of trade has been, and is ever increasing, towards accumulating work in a few hands, so as to keep pace with the encroachments of the foreigner, and at the same time to meet the rage for cheapness, which was never so fierce as it is to-day.

THE "QUEEN" FIRE-LIGHTING FAN.

In our last issue we stated that the Cherry Tree Machine Company were introducing a novelty in the shape of a fire-lighting appliance. We are now able to give an illustration of this patent, which we have already commended after testing it ourselves.

It might be necessary to explain that the "Fan" is provided with a blast pipe, operated by means of a spring. Close by the blast pipe there is arranged some asbestos fibre, over which is poured a small quantity of paraffin



oil. The usual method of procedure is to set light to the soaked asbestos, and then to release the spring, which at once causes a flame to be projected on to the fuel, which it ignites quickly and thoroughly.

The saving of time and trouble is considerable, and the first cost is practically the only one, as the asbestos is very durable and the oil used of trifling value. No wood or other combustible material is needed, as the flame from the machine comes in direct contact with the coal in the grate.

MODERN KNITTING MACHINERY.

We have received from Mr. G. Stibbe, of 25, Jamaica Street, Glasgow, the well-known importer of knitting machines, a little pamphlet entitled "Modern Knitting Machinery." It opens with a statement that the knit goods trade has grown to enormous proportions the past few years, and then follows a technical description with illustrations of all the machines which Mr. Stibbe keeps in stock for the varied requirements of the hosiery trade.

AMERICAN v. BRITISH MANUFACTURE.

There is now appearing in the *Boot and Shoe Trades' Journal* a series of articles contrasting the methods of manufacture in the States with those in vogue in this country. The author says that the American manufacturer spends little money in embellishing the outside of his factory, which is generally constructed of wood, and of large dimensions. The interior, however, is splendidly arranged. The writer adds: "The stitching room is distinguished from the usual English closing room in the universal arrangement of the machines on benches; with a good clear space between the machines, the operatives as a rule have ample room to put the work to be done on one side, passing the work completed to the other. In fact, this arrangement is indispensable to the accomplishment of any great speed. The operatives on the machines become quite automatic so far as the picking up and laying down part is concerned, all the faculties being concentrated on the performance of the work. One inspection of these factories quite explains the employers' willing consent to inquiring strangers' desires to view. The workers are too much engrossed in their work to notice who is observing them. In many cases I carefully watched the operators manipulating the work in their process for quite a long time, and I am sure that in most cases unknown to the workers. The machines are arranged in the order of the processes, so that there is no turning back in the work. By this means the work commenced at one end with the first process, and, continued round in the proper order, arrives at the other end completed."

A NEW SYSTEM OF CANVASSING.

TO THE EDITOR "SEWING MACHINE GAZETTE."

Sir,—I was very pleased to see the article in your last number on the subject of canvassing. It was not a little instructive as well as being interesting, and it suggests to me the idea that if you will open your columns to a full discussion of this question much good might result.

Mr. Cromack, the author of your article, appears to speak as one of great experience, and he seems to have decided that a "Directory" system of canvassing is the best. It would require an abler pen and a man of greater experience than myself to defend the "old system" of canvassing, but I would just state that it seems to me that the "Directory" method must be very offensive to a large section of the public. Just imagine what would happen if every trade were to adopt the same tactics and make up directories! Why, life would be unbearable. Perhaps the sewing machine trade is permitted extra license in this matter, and if so, Mr. Editor, let us know why and how from some of your readers.—Yours, &c.,

ENQUIRER.

THE STANLEY SHOW—SEWING MACHINE SECTION.

Mr. E. A. Lamb, the secretary of the Stanley Show, informs us that the prospects of the sewing machine section are "A1." Our readers will remember that we stated in our last issue that, as last year, the "Stanley" would have a department in the gallery devoted to sewing machines.

This exhibition of cycles and sewing machines is to be held at the Agricultural Hall, Islington, from the 22nd to the 30th of November, both days inclusive.

SEWING MACHINES.

The patentees of a valuable invention are prepared to receive offers for their rights (British and Foreign).

The Invention applies to one of the most important branches of sewing machine work, which has hitherto been performed in an expensive manner with unsatisfactory results.

The Machine is pronounced by independent and well-known experts to be of undoubted novelty and simplicity in its construction.

Principals only dealt with. Apply, in the first instance to **C. B.**, care of Messrs. Street Brothers, 5, Serle Street, Lincoln's Inn, W.C.

A NEW TRADE MOVEMENT.

According to the *Birmingham Post* an important movement is taking place in order that the British manufacturers of bedsteads shall be able the better to compete with foreigners in neutral markets.

"Under existing circumstances home makers have their own showrooms, agents, pattern-books, &c., and through these mediums business results. The new proposal is that makers shall practically cease to do individual trade abroad, but that they shall be divided up into sections, each section taking one or more foreign markets. There are fifty-two members of the trade, and instead of having a number of small showrooms in various quarters of the globe, it is proposed that there shall be a large showroom, which would also act as an advertisement, in all the foreign markets—in fact, that there should be so many perpetual exhibitions of bedsteads. Each member joining the venture would supply a number of samples of his goods, and the expense would be shared among those exhibiting. It is calculated that under the new arrangement makers would have vastly improved opportunities of selling their bedsteads, and at one-seventh of the expense to which they are now put in carrying on their foreign trade. By sharing the expense of the display makers will not only have the advantage which the advertisement will give, but they will have a certain amount to play with in selling prices without interfering with profits; in other words, it is stated they could give away in their selling prices what they saved in management expenses. In addition, they will be placed in possession of the latest news as to the movements in the market, and will thus be better able to meet foreign competition. As at present arranged, the scheme will include India, China, Japan, Australia, South America, South Africa, and Egypt."

We have for long thought that it is possible for our manufacturers to work a little more in unison and benefit all round. If the new scheme answers in the bedstead trade it will probably be tried in many other branches of industry.



Section

Now that the winter is close at hand many of our readers will be devoting extra attention to their musical instrument department, and a few addresses of manufacturers may be useful.

Joseph Wallis & Sons, Limited, of Euston Road, N.W., can supply the dealer with almost every article in the "small goods" line, such as violins, accordions, &c.

For brass instruments we cannot recommend a better house than Joseph Higham, of 127, Strangeways, Manchester. He is an old-established maker, and can supply every class of brass instrument.

For high-class organs the Bell Organ & Piano Company, of Holborn Viaduct, can be confidently recommended. Their stock is extensive and varied, and instruments to suit both rich and poor can be obtained with promptitude.

For a piano to sell at a popular price the following are worthy of note:—John Ellis, 8, Holly Street, London Fields, N.E.; T. G. Payne, 75, Fortess Road, Kentish Town, N.W.; and F. Moggridge, of 5, Parmiter Street, Cambridge Heath, E.

For automatic as well as for every other form of musical instrument Messrs. John G. Murdoch & Co., Limited, of 91, Farringdon Road, E.C., have a well-established reputation. On the third page of our cover will be found notice of their goods, and a complete catalogue will be sent on application.

A New York paper describes a new invention which consists of an attachment whereby the playing of the musician is registered in such a form that it may be instantly repeated and as many copies of the original record turned out as desired. So delicate is the process of registration that the slightest inaccuracies in the playing, as well as the most delicate touches, are emphasised. The peculiarities in touch are also readily distinguishable. Those familiar with the playing of particular musicians can at once recognise their favourite music from the manuscript repetitions.

The pianophone, as this invention is called, is worked by the application of certain principles in pneumatics. The air passing through the perforations in the stiff sheet of manuscript music, through the holes in the honeycombed wood, puts in operation an intricate interior machinery controlling the keys. For power the instrument is worked either by the feet or by connection with an electric motor.

The first instrument is so arranged that any performer who plays upon it has not alone the music but his style and expression distinctly recorded upon it. A series of pneumatic tubes stamp on the record all peculiarities of touch, so that if a large number of musicians play the same tune on the recording piano, when they are repeated on the pianophone, anyone accustomed to the style of the various players can tell who played each one.

The most common defect in American organs, says *Work*, is that known as ciphering, which means that some note or notes sound when the stops are closed or the keys are not touched. In the former case the defect is caused by badly-fitted mutes. It is of the highest importance that the mutes should be made of well-seasoned wood, and very carefully fitted, otherwise this defect will soon manifest itself. The remedy is to either refit the mute or replace with a new one. The latter defect is in connection with the pallets, and is generally caused by dirt adhering to the leather on the pallet, or the touch-springs may be too weak to hold the pallets firmly over the mortise holes. To remedy the former defect, remove the dirt from the pallet; and in the latter case fit on a new touch-spring where it may be required. Ciphering may be caused also by the plungers sticking, the remedy for which requires no explanation.

FREE COINAGE AND SEWING MACHINES.

Bimetallism has of late been causing some stir in this country, but in the United States the trouble appears to be the free coinage of silver, on which subject, according to the *Sewing Machine Advance*, a local paper has been holding forth as follows:—

"Sewing machines have decreased in price from 125 dols. in the fifties, to 12 dols. 75 c. in 1895. The former was the huge iron frame, iron table machine, heavy and noisy, but withal a tremendous help to seamstresses and tailors, and a boon to housekeepers with large families. It was called the Singer. The latter day and lower priced machine, the ———, is said to be an excellent one, and it is handled by excellent people. This paragraph is not to advise either, but to call attention to the price fact and to inquire why there is no complaint about this decrease in price as one of the infernal operations of the wicked demonetization of silver. If wheat producers and wheat prices are affected by the status of silver, why not sewing machines? If free coinage will help wheat will it also help sewing machines? If the old wheat price is restored will the former sewing machine price be clapped on? If the farmer can get 1 dol. for his wheat will he have to pay 125 dols. for a sewing machine? Or is the wheat price alone to be the value affected by the free coinage of silver? These are pertinent questions and we ought to know the answers before we make changes."

It might be well to add, says the *Advance*, that sensible people do not want free coinage any more than they want the 12 dols. 75 c. sewing machines.

PETER McKENNA & Co.,
MARSH LANE, BOOTLE,
Mangle Roller Makers.

Best American Sycamore Rollers, Roughed and Bored, always in Stock.
FINISHED ROLLERS FROM 6/- A PAIR.

BELL AMERICAN ORGANS,

AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

AND GUARANTEED FOR SIX YEARS.

CATALOGUES SENT FREE ON APPLICATION, AND INSPECTION INVITED

THE BELL ORGAN & PIANO COMPANY, LTD.,
49, HOLBORN VIADUCT, LONDON, E.C.

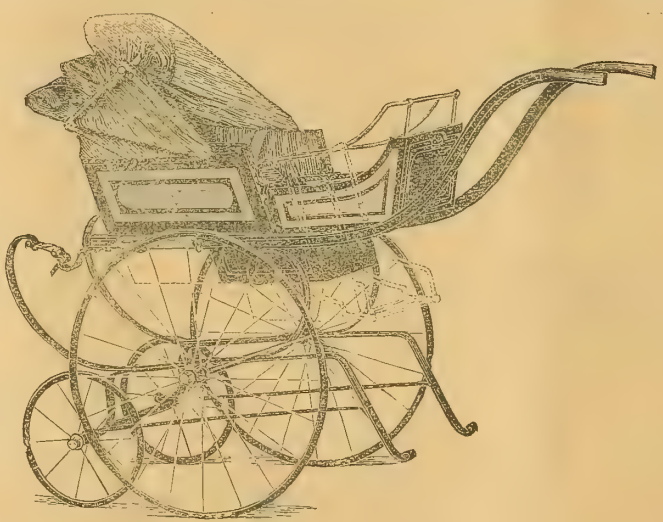
HARROP'S
DOUBLE RALEIGH CAR.

Provisional Patent No. 11,203.

The Most Improved Combination in the Market.

BABY CARRIAGE AND MAIL CART COMBINED.

Convertible to 3 Positions.

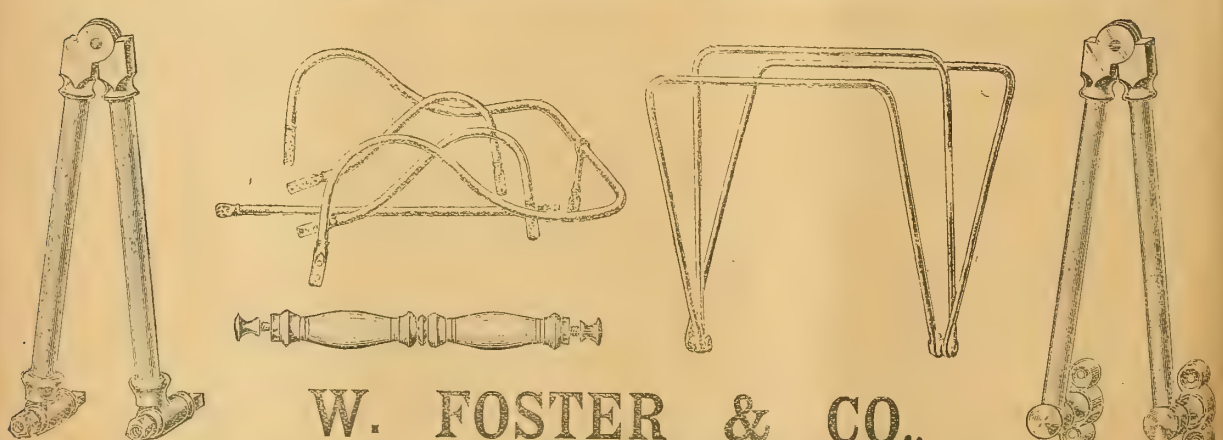


The demand for this Combination far exceeds any previous Sale.

All Dealers should handle this.

Lists sent on Application.

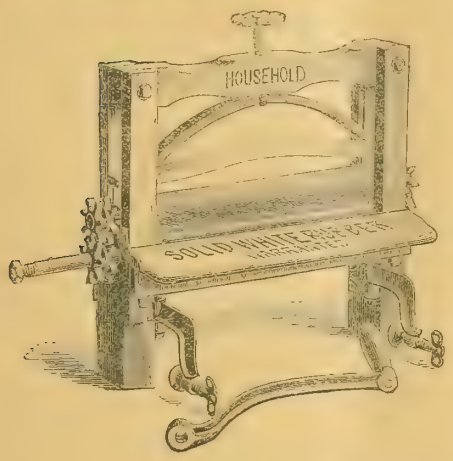
55, TIB STREET (off OLDHAM STREET),
MANCHESTER.



W. FOSTER & CO.,
46, BARR STREET, BIRMINGHAM.
The Largest Makers in the World of Perambulator Fittings.

THE

"HOUSEHOLD" CLOTHES WRINGER.



SPECIAL FEATURES.

The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

The "HOUSEHOLD" WRINGER will fit on any tub of any size or shape.

Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

This Machine is now fitted with BRASS BEARINGS without extra charge.

QUALITY AND FINISH UNEQUALLED.

A few SOLE AGENTS required in Districts where not represented. Full particulars on application.

AMERICAN WRINGER CO.,

122, Southwark Street, LONDON, S.E.

PRAM TYRES.

We have a large Stock of TYRES ready for delivery, in ½ in., 9/16 in., and ⅝ in. for Wheels 12 in. to 26 in. Price 10d. lb. 28 lb. lots at 9d.

Send size of wheels when ordering.

TYRE CEMENT, Extra Quality, 9d. lb.

OIL.

4 oz. Bottles		24s. 0d. per gross
2½ oz. ,,	...	18s. 0d. ,,
1½ oz. ,,	...	10s. 6d. ,,

NOTICE THESE CHEAP LINES OF WRINGERS.

"STAR," Iron Frame, 10 in., 8s. 6d.; 11 in., 10s.; 12 in., 11s. 6d.

Champion, Iron Frame, 12 in., 11s. 6d.; 14 in., 14s.; 16 in., 16s.

Royal, Wood Frame, 10 in., 9s. 6d.; 12 in., 12s. 6d.

London Agents for TAYLOR & WILSON'S Celebrated MANGLES.

THE AMERICAN WRINGER CO.,

122, SOUTHWARK STREET, LONDON, S.E.

GENUINE AMERICAN

LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

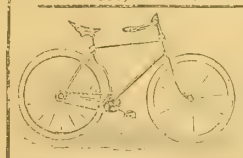


SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,

118, MANSFIELD ROAD, NOTTINGHAM.



Section

At their Wolverhampton works, the Humber Company are averaging 300 machines per week, and their average for May was not less than 1,200.

The *Cyclist* says that with a low gear it is possible to pedal faster down hill with one foot at work and the other on the rest than by pedalling with both feet.

Important developments as to pneumatic tyre patents may be expected at an early date, as the action between the Clincher and the Dunlop people is to be fought to a finish.

Messrs. J. S. Willway & Sons, of Bristol, sewing machine and cycle dealers, have introduced a brake which acts by bringing in contact with the tyre three steel bars set at right angles.

A novelty from the south-western district is the cycle cab of Messrs. Linley & Biggs, Clapham. It has room for one fare, and is worked by one rider, who sits behind, *a la* hansom cab. The interior of the vehicle is well upholstered.

Most of our readers are acquainted with the sewing machines made by Hengstenberg, of Bielefeld. Latterly the firm, like most of the Continental sewing machine manufacturers, added a cycle department, and they are now about to turn their business into a company.

Edison has acquired for himself such a great name as an inventor that we fear his recent remarks on the cycle may be estimated too highly. His idea of storing up energy is an old notion, but since it means much additional weight to the cycle, we are inclined to think that the end desired will not by any means be justified. A correspondent says that on a particular hill (Blaydon Bank) he finds that the suggested springs would mean that the cyclist would lose five times as much as he gained, and his cycle would have an increased weight of some 20 lbs.

As most of our readers are aware, nearly all the continental sewing machine factories have a cycle department. Among the first cycle makers in Germany was Mr. Adam Opel, of Russelsheim, near the Rhine, who engrafted the trade on his sewing machine business. We regret to announce his death last month, at the age of 58. Mr. Opel has several sons, who will continue the business.

The event of the month in the cycle trade is undoubtedly that of the rumoured "corner" in cycle tube. It is said that a group of Americans have made such heavy contracts for tube with English manufacturers that the production will not by any means equal the home trade demand. Certain it is that prices have been on the rise the past few weeks, and something approaching a panic has occurred among English manufacturers.

It is now suggested that the British cycle manufacturers shall form a company and manufacture their own requirements. Something must surely be done to increase our supply, or the coming season will be disastrous for both makers and dealers. It is well known that English cycle tubing is far superior to that of foreign make, which accounts for the fact that we export it to every cycle-making country.

In our last issue we gave a short article on the history of the Safety; we now find that a French journal called *L'Industrie Velocipedique*, claims that the inventor of the Safety is a Frenchman. Our contemporary says that M. Juzan, of Bordeaux, was the first to construct a Safety with equal wheels, and this important event only took place in 1885, which, by the way, is one year later than the "Rover."

The question of pedals is being discussed in the cycle press. The *Cyclist* says that the ordinary rubber pedal is faulty, and it recommends manufacturers, instead of reducing the outside measurement of the pedal rubbers, which they have done of late, to take out the weight by hollowing the ends, leaving only a couple of inches of solid rubber in the centre to take the pressure. The rat-trap pedal also is the subject of criticism, and for a similar reason—liability to have the foot jerked off.

The *Cyclist* has recently discussed the question of cycles to be propelled by hands and feet. The idea is a taking one at first sight, and many inventors have devoted much study to working it out. Our contemporary says that the notion that such a machine is faster and better is a fallacious one. The rider requires his chest free and untrammelled, and this is impossible if he has to work with his hands as well as his feet. There is, it would seem, but little prospect of the hands being used for any other purpose than steering.

A new chain is about to be put on the market, called the Simpson. An ordinary block chain is used somewhat wider than usual, but on every link triangles about an inch high project outwards. Their apices are joined by bolts which project on each side, and the chain thus has two pitches, an upper and a lower pitch. The lower pitch runs on an ordinary bracket chain wheel in the usual manner, but the pinion on the back hub is of special construction, and is hollowed between parallel sets of teeth to admit the chain in such a manner that it is driven by the top triangular pitch of chain. This back pinion is not unlike the grooved one used by Warman, Laxon, & Youett (the predecessors of Warman & Hazlewood) years ago for their patent chain, which drove off projecting studs each side, as the links were central. The Simpson back pinion is, of course, hollowed out much deeper, so as to allow the bottom pitch to come in. It is claimed that extra leverage is gained, as for a given gear (compared with an ordinary chain) the number of teeth on the back hub is not increased, though the diameter is, and this, at any rate, is a good feature. Some private trials are said to have yielded wonderful results, and it is said that £250,000 has been subscribed privately by a company to work the invention, and that one important firm has stopped its '96 designs awaiting further trials, as the use of the new chain would widen the tread somewhat, and more width between the back stays at the hub would be required.

ON REPAIRING CYCLES.

It is always wise, says the *Cyclist*, after repairing a front fork of a safety to test the same as to whether the legs are parallel or not. A simple way of doing this is to fix the stand of the fork in a vice, a straight edge should then be placed near the head of the fork, and another across the ends of the legs. By bringing the two edges of the straight edges in line with the eye, any irregularity will be made perfectly plain, and can be remedied by careful hammering or by springing the legs in the direction in which they should lie. Although the legs of the forks may be parallel with each other, the stand may not be in a central line between them. This should be tested by holding a straight edge against one side of the shank, and measuring the distance from its edge to the end of the leg on that side. The straight edge should then be placed on the opposite side of the shank, and the distance to the end of the other leg measured. If the two measurements correspond, the fork may be considered to be true in every respect. Should they not correspond, the shank should be held in the vice and the fork sprung in the required direction until they do. As a further and final check, the wheel should be placed in the fork, and the distance from the rim to the sides measured.

Failures and Arrangements.

CHARLES WIGHTMAN, cycle agent, Clarendon Park, Leicester.

In the above bankruptcy the liabilities are £219 9s. 4d., and the assets £15. Among the creditors are :—

	£	s.	d.
Holyland, A., Leicester	50	0	0
Lohman, C., London	26	9	5
White Sewing Machine Company, London ...	21	9	0

LONGSTAFF PRESTON, ironmonger, furniture, and mangle dealer, 148 and 150, High Street, Aston New Town.

A deed of arrangement has been filed in the above. Liabilities £169 9s. 1d., estimated net assets £50 9s. 6d. The debtor proposes to pay a composition of 5s. in the pound in two equal instalments at three and six months. Among the creditors are Messrs. Watson & Whalley, Keighley, for £15.

HENRY BAKER (trading as H. Baker & Co.), house furnisher and dealer in sewing machines and perambulators, 15 to 21, Goldhawk Road, and 1A, Bamborough Gardens, Shepherd's Bush, W.

At a private meeting of creditors held herein on the 4th ult., it was resolved that the estate be realised for the benefit of creditors, with Mr. Viney (Messrs. Viney, Price, & Goodyear) as trustee. Accordingly, on September 12th, a deed of arrangement was filed. The unsecured liabilities are given at £1,609 10s. 4d., secured creditors £36, and after deducting the latter sum it is estimated the assets will amount to £3,412 12s. 5d.

THOMAS BRIDEL HASKINS, perambulator manufacturer, Hagley Road, Halesowen.

A Receiving Order was granted in the above on July 29th, and the debtor adjudicated bankrupt on August 9th.

MANN & CORRICK (Frederick Wm. Mann, trading as), cycle manufacturer and dealer, 68, Prince of Wales' Road, Norwich.

A deed of arrangement, dated August 8th, was filed in the above on August 15th; unsecured liabilities, £688 3s.; estimated net assets, £470. Among the creditors are the Midland Perambulator Company, of Birmingham, for £51.

BRITISH v. *AMERICAN FURNITURE.*

So many of our readers sell furniture that we make no excuse for giving a portion of a report on the British cabinet trade. This report is the outcome of a visit paid by the Executive Committee of the American Furniture Manufacturers' Exposition Association last year, and shows what others think of our furniture industry :—

"There are in London," the committee say, "but few large cabinet factories, one of which we found thoroughly equipped with modern wood working machinery, much of which was of American make or origin, notable among the former being twelve carving machines. This factory is new and scarcely in perfect working order yet, but the methods of the American case-work plant are visible on every hand, and its equipment is an evidence of what may be expected to develop, for it will surely meet with a splendid success

in view of the only primitive competition with which it will, for a time, have to contend.

"The case-work of England is, even in the cheaper grades, better made than that of similar grades in America, but better prices prevail to cover the cost of this improvement.

"It would be useless to attempt the introduction of the American chamber suite, as at present designed, in the English market. An English suite consists of a wardrobe, a dressing table, a washstand, a night cabinet, a towel rack, and two chairs. In the judgment of your committee, American case-work manufacturers can make the English chamber suite in a manner satisfactory to the British trade at prices that will enable us to establish a splendid trade there.

"In sideboards, a style prevails that in the better and highest grades can be produced cheaper in England than in America, chiefly because but a very limited number of one pattern can be marketed, but in the plainer and cheaper grades the same statements that apply to chamber suites again hold good.

"We believe that the American extension dining table would be an article of the future in the English market, but that its introduction will be a slow process, and should be taken in conjunction with other goods.

"The large trade now being done with England in chairs and desks of our make renders any extended reference to this branch unnecessary, except to say that we found the English houses handling this trade enjoying a much greater degree of prosperity than any other line. Still, comparatively few of the new and more attractive patterns of American chairs are carried. With these lines taken up and wider facilities provided, a much larger business can undoubtedly be done in these lines.

"When we enter the parlour furniture, or what is known in England as the 'drawing room' line, however, we find an even more favourable condition existing. The English demand an absolute purity of style in this class of furniture, hence any American manufacturer, who in his designs is loyal to the source from which his inspiration comes, will find his patterns accepted, and his success in England becomes only a question of quality and price. In this statement reference is only intended to frame suites, as in the all-over stuffed line it would be useless to attempt part of its manufacture in America. In everything else, however, fully 30 per cent. of any representative line of American parlour work, in which purity of style is an element, is marketable in England beyond any question.

"In the production of high art chair and suite frames, the English manufacturer has reached as near perfection in lines and purity of style as it is practical to attain. One factory in this line which we visited was a revelation in the matter of design, even to those of the committee who had made a study of the art in furniture. The finished product was of a very high grade of workmanship, but in no sense better than can be and is produced by the American manufacturer of the same class, and by our methods these goods could be produced at a sufficiently less price to give us an advantage.

"In parlour tables it is questionable whether the better grades can be successfully made by our manufacturers, but in the cheaper grades, such as Shakespeare tables, we found the English paying from 3.75 dols. to 5 dols. for what we are selling at from 1 dol. to 1.75. In this line there is undoubtedly a large opening, with a possibility of eventually growing into the better grades.

"Absolutely no prejudice exists in the minds of the better trade, as a whole, against American made furniture, and each buyer who inspected the representative lines shown him unhesitatingly selected many patterns in each that were available and marketable at the prices quoted, in each case sufficient having been added to cover the additional cost of English delivery. In several instances, orders could have been taken had the committee been on a selling mission.

"Finally, we would report as a result of our investigations, that:—

"1.—A market certainly exists in England, and other countries available only through London, for such grades of American made furniture as are favourably considered in the foregoing statements; that the market is of sufficient volume and importance to justify the enterprising manufacturer in making an effort to secure it, and that, having once secured this in addition to his American trade, he will be found to possess a more valuable goodwill and better profit-earning business than is possible in America exclusively, under the conditions that obtain in our country now.

"2.—To obtain this trade it will be necessary to make a line in each instance to conform with tastes and requirements, but these patterns will in so many instances be pure specimens of the known schools of design that the greater portion of them will be available for the home trade and be novelties as well.

"3.—It is necessary that these goods be shipped to London in the K. D. state to be set up (and in the case of parlour furniture, upholstered) and finished there. This necessitates the establishment of an upfitting, upholstering, and finishing department in London, which, while it may be rather a heavy load for a single concern to carry, can be most advantageously done by a combination of factories. Whether this should be one combination, embracing all those who desire this market, or several smaller organisations composed of five or six non-competing lines, is a matter for discussion and determination by the concerns entering the field.

"In the management of such a concern in London it is not advisable to start with any extended plant or great flourish of trumpets, nor is it best to flaunt the announcement that the goods are American made. Not that any prejudice exists, but that the experience of England with cheap American goods has been such that to lay stress upon such a point would handicap the work. Neither is it necessary to conceal the facts, it being only requisite to put the goods on the floor in London and offer them purely on the ground of merit and price, in which spirit they will be inspected and fairly judged by the buyer, with few if any exceptions.

"All the members of this committee were sufficiently impressed with the prospects as to be willing to enter into arrangements with several other manufacturers with a view of making a combined effort.

"It is the hope of the committee that this matter will be taken up at once by the members of the association, and arrangements completed without delay for actively entering and pushing the foreign trade, for it is a belief in which all must share that a successful cultivation of these great markets will go far towards bettering the conditions that surround our home trade."

From the foregoing it would appear that we are on the eve of increased American competition in the cabinet trade.

This system of sending practical men to foreign countries seems to us to be a capital way to increase trade, and we regret that it is not in vogue in this country.

ALLEGED OBTAINING MANGLES BY FRAUD.

A DEALER PROSECUTED BY A MANUFACTURER.

At the Keighley Borough Police Court, on the 17th ult., James Holroyd, Portland Crescent and Francis Street, Leeds, trading as the Leeds Manufacturing Company, Limited, was summoned for obtaining, by false pretences, tweny-four wringing machines, value £24, from Dawson, Bentley, & Co., mangle manufacturers, Keighley. Mr. Percy Naylor prosecuted, and Mr. J. A. Compston, barrister, Leeds, defended.—The case for the prosecution was that in January last, after a previous conversation with Edwin Bentley, a partner in the complainant firm, the defendant called on them at Keighley, and sought to do business with them. Asked for references, he said he was in good circumstances, and paid cash on the 10th of the month following delivery, and that he had a well-stocked warehouse in Portland Crescent, and a good furnished house, free of charges, in Francis Street. At first six machines were delivered, and subsequently eighteen more. Eventually defendant gave a bill for £23 14s. 9d., which was dishonoured. In June the firm wrote to defendant that this was a glaring case of false pretences, for which the law provided punishment, and that if an early settlement was not made they would have to adopt extreme measures. Further pressure of the same kind was brought to bear.—Mr. Compston animadverted upon the evident attempt to use that Court as a means for the collection of debts—a most reprehensible practice. There was here no case established, as, by Regina *v.* Williamson, and other decisions, mere exaggeration of a man's circumstances did not constitute a fraudulent pretence.—After private consultation the Bench dismissed the information.

NEW MANGLE CATALOGUE.

Those interested in the sale of washing and mangling machines, &c., for home or export trade, will do well to keep handy a copy of the catalogue just issued by Messrs. Taylor & Wilson, the well-known mangle manufacturers. This production will be found superior to the average trade list, and clearly demonstrates that the noted Accrington firm means to be quite "up to date." It contains some sixty pages of illustrations from finely engraved blocks, and these comprise every type of mangle in vogue, many having cast iron frames in various "taking" designs, others with tubular and wrought iron standards. Many new and substantial-looking patterns are here added to those formerly supplied by this firm, notably the "Protector" and the "Favourite," the former of which has the gearing enclosed at both ends.

A series of Underspring machines are followed by the "Strand," "Clayton," and "Ideal," with wood tops over strong coil springs, and cast frames of neat and varied designs. These and many other styles cannot fail to meet the taste of every class. They are preceded by the various patterns of the "Home" and "Dolly" washing machines, for which Messrs. Taylor & Wilson are celebrated, and further perusal will suggest other useful articles to which the enterprising dealer may turn with interest. The latter include garden seats, named the "Buxton," "Matlock," "Haddon," and "Henley" (a cheap line in rustic style), also garden rollers, step-ladders, &c.

The retail prices in this catalogue are so arranged that by deducting a uniform discount the dealer may ascertain the trade price of any article without reference to his wholesale list; this wise arrangement should commend itself to all buyers.

Patents

Applications for Letters Patent.

15,342. W. T. Rowlett. Improvements in circular knitting machines.

15,451. J. Powell. Improvements relating to felling guides or folding attachments for sewing machines. Dated August 16th, 1895.

15,459. S. Hill. A new or improved needle for sewing machines.

15,554. W. Allday and E. Allday. Improvements in lubricators for the wheels of perambulators.

15,558. C. Thompson. Improvements in children's mail carts.

15,588. H. S. Ellis. Improvements in sewing machines.

15,688. J. L. Horne. Improvements in mail carts for children.

15,715. J. M. Marten and W. J. Mace. Improvements pertaining to children's mail carts or perambulators.

15,727. J. Kohler. Improvements in or applicable to sewing machines for the purpose of varying the width of the stitch.

15,741. E. Wiseman. Improvements in straw-plait sewing machines.

15,847. C. L. N. Lotinga and T. Metcalf. Threader for sewing machine and other needles.

15,906. J. Taylor and W. J. Watson. Improvements in embroidery machines and the like, and apparatus connected therewith.

16,274. E. Grafton, for a new or improved head rest for mail carts and perambulators.

16,561. T. J. Roome. A sewing machine.

16,762. T. Batty. Improvements pertaining to reels or bobbins for holding sewing cotton or thread.

16,893. W. H. Inslee, a communication from The Singer Manufacturing Company, of United States. Improvements in thread controller mechanism for sewing machines.

SPECIFICATIONS PUBLISHED.

(Price 8d. each.)

17,220. *Embroidery Machines.* H. C. Sheldon and W. Lockwood, of Nottingham. Dated September 10th, 1894.

Relates to improvements in cording guides employed in multiple embroidery machines for twisting two or more strands together to form a single cord, and at the same time passing them round the needle-thread so that one or more strands engage therewith and the cord is simultaneously secured to the tissue. The strands are carried by separate spools, each carried by a pin secured to swinging frames. The spools and frames rotate about the needle and needle-thread, and thus twist the strands together and also round the needle-thread, but to prevent the individual threads from being twisted or untwisted by this action it may be counteracted by actuating the frames by an epicyclic arrangement of toothed wheels.

9,131. *Sewing Machines.* A. Anderson, a communication from The Singer Manufacturing Company, of New York. Dated May 8th, 1895.

Relates to sewing machines for working eyelets, the object being to provide an eyelet working machine in which, when the circle of eyelet stitches has been completed, the overseaming movement of the needle will be suspended and a few fastening stitches be made, and the machine will then be automatically stopped, and simultaneously with this stopping arrangement the pressure foot will preferably be automatically lifted for the convenient shifting of the work for the next eyelet.

10,738. *Perambulators.* J. J. Paulsen and M. Moller, of Germany. Dated May 30th, 1895.

A number of balls are strung upon rollers and mounted upon the perambulator body in such a manner that if the child tries to hold on to the side in order to rise the balls revolve, the hand of the child slips, and the child is thereby prevented from getting up.

11,034. *Rotary Loopers and Under-Thread Carriers for Sewing Machines.* J. Y. Johnson, a communication from H. Springmann, of Berlin. Dated June 4th, 1895.

Consists of a rotary looper and stationary under-thread carrier for sewing machines, having guiding surfaces so arranged as to prevent radial displacement of the thread-carrier.

11,273. *Sewing Machine.* G. A. Nikolajszuk, of Berlin. Dated June 8th, 1895.

Consists of an improved type of machine, the distinguishing feature of which lies in the means whereby motion is imparted to the various arrangements and devices constituting the complete sewing machine, while its superiority over machines of other constructions arises from the fact that it enables a number of stitches to be made whilst the hand-wheel is completing one revolution, without the assistance of any transmitting gearing, such as gear wheels, straps, and pulleys or the like.

11,393. *Trimmer Mechanism for Sewing Machinery.* A. G. Brookes, a communication from S. H. Wheeler, of Fairfield, Conn., U.S.A. Dated June 11th, 1895.

Relates to mechanism for trimming the work adjacent to the seam in a sewing machine, by means of a reciprocating or vibrating cutter-motion being imparted thereto, by connections between it, and some moving part of the machine.

16,488. *Knitting Machines.* I. A. Claringburn, of Nottingham, and A. Banks, of Leamington. Dated August 30th, 1894.

Relates to improvements in knitting machines of the kind known as "Bennor" Knitting Machines, the object being to so construct a "Bennor" machine as to render it capable of producing tubular fashioned work, such as arms for vests, legs for pants, and fashioned stockings. The invention also relates to means for working the knitting cams during the formation of the first part of the toe or stocking.

16,730. *Sewing Machines.* W. Bowden, of Manchester. Dated September 3rd, 1894.

Relates to devices employed in sewing machines for automatically lifting and depressing or moving into and out of their working positions at the commencement and at the end of work the presser-feet and the folders or depressers used in forming tucks.

20,135. *Knotters for Sewing Machines.* A. W. Cochran, of New York. Dated October 22nd, 1895.

Is designed for use in tying the threads together in a two-thread sewing machine, and is especially intended for tying such threads together at the end of the line of sewing, or at any desired intermediate points.

12,259. *Drop Stands for Sewing Machines.* W. H. Inslee, of The Singer Manufacturing Company, Kilbowie, Dumbartonshire. Dated June 25th, 1895.

A hinged support is arranged at the right hand end of the opening in the table top in which the machine bed-plate is received, or at the end of the opening beneath the fly and pulley wheel of the machine. The hinged support is provided with openings for the passage of the driving belt, and has a lip extending beneath the bed-plate of the machine. Beneath the table is a torsional coil spring, one end of which is held stationary while the other end engages the hinged support and serves to counterbalance the weight of the machine when the latter is turned down on its hinges beneath the table top.

12,893. *Fitting Needles in Sewing Machines.* T. Riedinger, of Stuttgart, Germany. Dated July 3rd, 1895.

The needle-inserting device somewhat resembles tongs or nippers in its construction, a peculiar feature being that in it the needle point below the eye of the needle, and practically the whole of the body or shank is exposed, whereby the insertion of the needle may be easily and reliably effected.

UNITED STATES PATENTS.

Issued and Dated August 13th, 1895.

544,443. H. M, R. Athol and E. L. Taft Gardner, Mass. Machine for knitting rattan.

544,639. W. P. Hopkins, Lawrence, Mass. Heating apparatus for wax-thread sewing machines.

Issued and Dated August 20th, 1895.

544,723. E. Cornely and R. Cornely, Paris, France. Embroidering machine.

544,751. J. W. Simons, Port Chester, N.Y. Hemming gauge for sewing machines.

544,849. F. R. Greene, Amsterdam, N.Y. Striping attachment for knitting machines.

544,940. D. L. Whittingham, Detroit, Mich. Sewing machine treadle.

544,995. C. Reid and C. Stevenson, Philadelphia, Pa. Circular knitting machine.

Issued and Dated August 27th, 1895.

545,135. A. Sedmihradsky, Milwaukee, Wis. Yarn changing device for knitting machines.

545,391. R. W. Thomson, Lynn, Mass. Sewing machine.

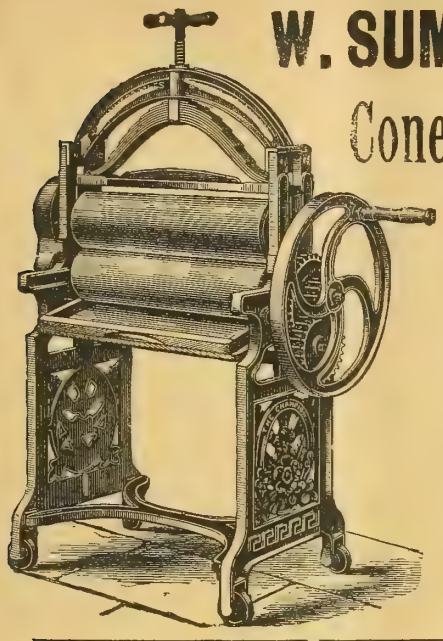
Issued and Dated September 3rd, 1895.

545,483. L. Goddu, Winchester. Sole sewing machine.

545,484. L. Goddu, Winchester. Sole sewing machine.

545,486. L. Goddu, Winchester. Sewing machine.

545,625. A. B. Fowler and G. E. Warren, Pawtucket, R.I. Sewing machine.

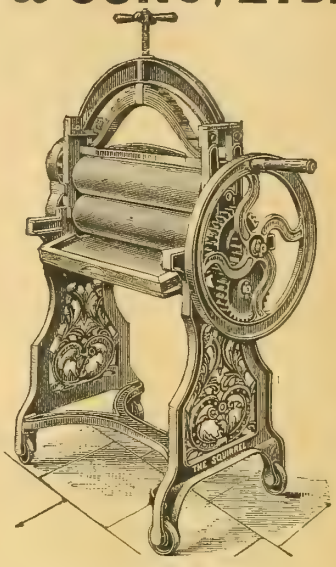


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(See page 32 for other advertisements.)

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Trade Information.—We are always pleased to be at the service of our readers by supplying them with the names of manufacturers, &c. All we ask is that they enclose stamp for reply.

Replies to Advertisements.—We request that readers, in replying to advertisements in our columns, will mention our Journals as the source of their information.

In Writing to Us.—Please address all communications either "Publisher." or "Editor," at the address given below.

Hire Agreements and Payment Cards.—We supply these to most hire traders. Particulars on application.

List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

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Editorial Notes.

Obstructing the Pavement.

During the past month there have been several prosecutions of traders for obstructing the pavement. Dealers in domestic appliances are great sinners in this respect, and it is well that they should recognise the fact that the police are liable to come down upon them. The fines usually inflicted are very trifling, but many magistrates are opposed to the practice of outside displays on the ground that they offer temptation to the poor. This no doubt is true in the case of some wares, but it would scarcely apply to heavy mangles. Cycles and perambulators, however, if exposed on the pavement, should be secured against theft, being easily abstracted and capable of rapid transit.

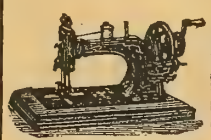
Rates of Profit.

It is rather amusing to see from time to time how opposed the drapery papers are to traders other than regular drapers selling textile fabrics. "Every cobbler to his last" they consider a good maxim for other traders, but object to its application to the drapers, who it is certain are the greatest offenders in the country in this respect. We find them in all parts of the kingdom offering sewing machines, furniture, pianos, ironmongery, and other merchandise at rates of profit which it is impossible for the regular traders in these articles to adopt, and no doubt many persons ask themselves "how is it done."

The *Warehouseman and Draper* last month contained an article on this question, which is instructive, written, as it is, "by an expert." The writer says:—"It is well known that, in order to cultivate a 'cutting' ready-money trade, there must be the never-ending sprat offered to catch the mackerel; or, in other words, there must be offered to the public goods that they can at once see are worth all the money that is asked for them. This has been done in such a manner that the profits on such lines have become smaller by degrees and beautifully less. The 'cutting' man is not satisfied to sell at what may be called a living profit—that is to say, a profit that will cover the expenses of his business without making anything for himself, but he must needs offer some lines at considerably under the actual cost price, so that he has all the porportionate expenses of his business to make up on other goods before he can recoup himself for the actual loss on such 'cutting' lines."

Here lies the grievance of other traders. The draper of late years has not used his own wares for "cutting" purposes so much as formerly, but has bought the goods sold by other classes of trades, and has treated them as the sprat to catch the mackerel. That this is grossly unfair goes without saying, and if it is persisted in we hope that the aggrieved traders will start some system of reprisal. We have in our mind at the moment the case of a draper who has laid in a stock of standard books, also a large number of popular pictures, and these are displayed in his window at a gross profit much under a penny in the shilling. Within twenty yards of this shop is a bookseller, also a picture dealer, and the business of both these men cannot fail to be injured by the draper using their legitimate wares as "sprats." Now, if these latter traders were to clear out a portion of their windows and display the best paying lines of their neighbours ticketed at the same rate of profit as he sells their goods, what would Mr. Draper have to say? He would, of course, consider this unfair and unneighbourly, but he would bring this trouble entirely on himself, as we utterly deny that the draper has any more right to "cut" with books, pictures, or sewing machines than the traders selling these goods can fairly sell, say, millinery, mantles, and dresses at a penny in the shilling gross profit.

It is interesting to observe what the "expert" has to say on the subject of drapers profits. He writes: "It is quite impossible to lay down any specific rule as to the rate of profit in any trade, especially in such a trade as the drapery, because there are very few businesses that are on all fours with each other. It is very largely a question of expenses, and it is hardly necessary to say that the estimated expenses should be carefully gone into and made the basis of the profit required. The profits, too, will have to cover bad debts, loss on bad stock, and also leave a fair margin of net profit for the proprietor of the business, after allowing for possible fluctuations in returns. As a rule the profits of a "cutting" trade averages 17½ or 20 per cent., but where credit is given it is almost impossible to carry on successfully with less than 25 per cent. Twenty per cent. profit in a cutting trade! What a lot of mackerel must be landed to compensate for the loss on the sprats.



Section

DEATH OF THE LAST OF THE ORIGINAL SEWING MACHINE INVENTORS.

The last member of the group of America's original sewing machine inventors, says *The Sewing Advance*, has passed away. William O. Grover, the inventor of the once well known Grover & Baker sewing machine, died on Thursday, the 5th inst. at Beverly, Mass., at the age of seventy-two. He made a fortune out of his invention while still a young man, and at once retired from business and devoted the balance of his life to religious and philanthropic activities.

A New York correspondent of the Philadelphia *Press* makes the following interesting comments upon this group of inventors:—

Although William O. Grover was not a resident of New York City, yet at one time his business interests here were so great and his relations with some of our capitalists were so intimate that it seemed almost as if he were a New York capitalist. Therefore the announcement on Friday of his death was received by a good many business men as the sad intelligence of the loss of a personal friend. Mr. Grover was the survivor of that remarkable quintet of young men who more than forty years ago exploited a new invention which it is estimated has added hundreds of millions to the wealth of the world—the sewing machine. They were all New England young men, excepting Singer. The five were Howe, Wheeler, Wilson, Grover, and Singer, and as their great wealth came to them with almost Aladdin-like swiftness, so they were in their careers almost as suggestive of luxury and romance as was this mystic creation of Oriental fancy. Howe, who was probably the first actually to conceive the notion of driving the needle by machinery, settled in Bridgeport, where he rapidly accumulated great wealth, and with it drew quite as much attention to himself as his fame as the inventor of the sewing machine caused.

He was the intensest kind of a Union man, and when the Government was in dire emergency offered financial aid, and a steamboat as well. He was eccentric, although not in the same way that Singer was. Singer probably amassed the largest fortune from the sewing machine

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gained by any one of those associated with its early development. He lived in more splendour than the others. He had more domestic notoriety, and he was probably a closer intimate of capitalists than any of the others. Like all of them, he was a poor boy, who almost in a day gained immense fortune. Wilson, who was, perhaps, the greatest inventive genius of any of them, was not made especially happy by his money, and in the latter years of his life was somewhat clouded by a misfortune, for which he was himself, perhaps, responsible. He was also eccentric, and was said to have been too fond of the unreasonable pleasures of life, and did not gain such a place in the commercial world as was the experience of all the others. Grover, who, with his partner, Baker, invented and controlled a very important feature of the sewing machine, retired very early from active business life to the enjoyment of a capitalist who has no other business than the care of his investments. He was several times a millionaire when only a little past forty years of age. His capital and his important investments brought him in very close relation to some of the greater financial enterprises of the day. He was very fond of social life, and was, therefore, prominent in clubs, and was a generous man, having endowed some educational institutions handsomely. His career was very much like that of the late Nathaniel Wheeler, who was the partner of Wilson and the business brains of the great manufactory established by that partnership. Wheeler and his partner also set up their factory in Bridgeport, where they were neighbours of their conspicuous rival, Howe. Mr. Wheeler, unlike any of the others who were prominent in the development of the sewing machine, took a very keen interest in politics. He was always a Democrat, and when the Democratic party came into power in Connecticut, after the war, Wheeler was several times sent by it to the State Senate, and once, when nomination meant election, he was almost unanimously indicated by the party as its choice for Governor, but refused to listen to the call. Wheeler also developed a fine capacity as a railroad man. He was one of the first of those capitalists who took hold of the New York and New Haven Railroad, when it was an insignificant line, only about sixty miles long and with small capital, and began that work of consolidation and development which has now made it the commanding railroad system of New England, and one of the greatest corporations of the country.

These five men, who, early in the fifties, introduced the sewing machine, thus creating enormous wealth here and in Europe, gained for themselves in the aggregate more than fifty millions of dollars as their share of that wealth. Singer was the richest, Howe was sometimes rich and sometimes embarrassed, and Grover, who was one of the richest, but not the youngest of the group, is the last of them to pass away.

SEWING MACHINE PATENT CASE.

In the Chancery of the County Palatine of Lancaster (Manchester District), before F. Willis Taylor, Esq. (sitting as Vice-Chancellor), the Patent Case of Birch *v.* Harrap & Co. was recently under consideration.

The official report is as follows :—

On July the 24th, 1891, a patent (No. 12,565 of 1891) was granted to William Birch, for an invention of "Improvements in sewing machines."

On March the 16th, 1895, the patentee commenced an action against William Harrap, trading as Harrap & Co., to restrain the infringement of this patent, claiming the usual relief.

By his particulars of breaches the plaintiff complained of the manufacture by the defendant, at Richmond Hill Ironworks, Blackfriars Street, Salford, of sewing machines made in accordance with the invention forming the subject of the plaintiff's patent, and described in his specification ; and of the sale of such sewing machines at various times during the early part of the year 1895.

The defendant, by his defence, denied infringement, and alleged the invalidity of the plaintiff's patent for (among others) the reasons appearing in Nos. 4 and 5 of the particulars of objections, which were as follows :—

"4. The said alleged invention was not the subject-matter of valid letters patent, but was the mere analogous use and application to an old and well-known sewing-machine of mechanical appliances and arrangements of parts well known and in common use in machines of a similar kind, and used for similar or analogous purposes, prior to the date of the said alleged Letters Patent.

"5. The plaintiff does not, in his specification, sufficiently distinguish which of the matters and things therein described he claims to be new, or as being included in the said alleged Letters Patent, and which of the same he does not so claim, and admits to be old, and the said specification is insufficient, ambiguous, and framed so as to mislead."

On June the 24th, 1895, the plaintiff took out a summons for an order that the defendant should give further and better particulars :—"(1) Of the mechanical appliances and arrangements of parts well known and in common use in machines of a similar kind referred to in paragraph 4 of the particulars of objections filed and delivered herein. (2) Of the parts of the plaintiff's specification which are alleged to be a 'mere analogous use and application to an old and well-known sewing machine of such appliances and arrangements.' (3) Stating in what respect or respects he alleges, in the fifth particular of objection, that the plaintiff's specification does not distinguish which of the matters and things therein described are new, and what parts are old, and further stating what portions of the invention described in the plaintiff's specification the defendant alleges to be new, and what portion he alleges to be old, giving references to pages and lines if necessary.

The summons was adjourned into Court and now came on for hearing.

Maberly (instructed by A. Macdonald Blair) appeared for the plaintiff ; Grant (instructed by Joseph Foulds) for the defendant.

Paragraphs 1 and 2 of the summons relating to paragraph 4 of the particulars of objections were taken first.

Maberly : Paragraph 4 of the particulars of objections points to some particular mechanical appliances which are relied on as anticipations, and details of them ought to be given to the plaintiff ; Patents, &c., Act, 1883, Section 29 : Crompton *v.* The Anglo American Brush Electric Light Corporation, Ld., 4 R.P.C. 199.

Grant : The paragraph in question is merely a plea of common knowledge in the same form as that used in Gadd *v.* Mayor of Manchester, 9 R.P.C. 251, and further particulars do not require to be given of such a plea ; Holliday *v.* Heppenstall, 6 R.P.C. 326.

The Vice-Chancellor : It certainly is not necessary, where common knowledge is relied upon to state particulars which are matters of common knowledge. This, as it appears to me, does not put the objection in that form. If it had put it in the form in which the case of Gadd *v.* The Corporation of Manchester, which Mr. Grant read, was put, it would have been unimpeachable, probably, but I will not say absolutely, because there was no application for further particulars in that instance, but it would probably have been unimpeachable if the defendant had merely stated that it was the mere analogous use and application to an old and well-known sewing machine of matters and mechanical appliances in common knowledge. But here the defendant has stated that these are mechanical appliances and arrangements of parts well known and in common use in machines of a similar kind ; that points, I should imagine, to some particular mechanical appliances which are used in this particular machine, and which the defendant knows of, and which

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly-finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours' notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best-finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—Advt.

are practically parts, or arrangements of parts, which had formerly been in use. It really comes to a question of prior user, and, as is said by Lord Justice Cotton, in the case of Crompton *v.* The Anglo-American Brush Electric Corporation, if you know of any particular objection, you ought to state it.

On that ground I think there ought to be a further and better statement of particulars as alleged in paragraph 4 of the statement of objections.

Grant: Your Honour will, in the alternative, give me leave to amend paragraph 4?

Maberly: That is not before the Court. My friend can amend it afterwards in the usual way. An amendment of particulars involves certain consequences. That application is not before the Court to-day.

Grant: I have, of course, the alternative of striking out words. Will your Honour point out words you consider ought to be struck out?

The Vice-Chancellor: All that I decide is that you ought to give further and better particulars of the mechanical appliances and arrangements of parts mentioned in paragraph 4.

Paragraph 5 of the particulars of objections was then taken, and paragraphs 3 and 4 of the summons relating thereto.

Maberly: The defendant ought to give particulars of this objection and state what portions of our invention he alleges to be new and what portions old. An order was recently made to that effect in this Court in the case of Rothwell *v.* Macintosh, 11 R P.C. 274.

Grant: I am willing to give particulars of ambiguity, but I cannot be asked for particulars as to the allegation that the plaintiff's specification does not distinguish what is new and what is old; Jones *v.* Berger, 5 M. & G., 208, per Maule, J., at p. 218; Delta Metal Company *v.* Maxim Nordenfeldt, 8 R.P.C. 169.

Maberly: It is all leading up to this: that the specification is ambiguous. I am content to take particulars of what is ambiguous.

The Vice-Chancellor: That, I think, you are entitled to under paragraph 4.

Maberly: Then I will not trouble further about that.

The Vice-Chancellor: Then there must be an order in this case as to paragraphs 1 and 2 of the summons, which I have already directed; and, as to paragraph 4 of the summons, better and further particulars of the parts of the plaintiff's specification, which the defendant alleges are insufficient and ambiguous, or framed so as to mislead, giving references to pages and lines, if necessary.

Maberly: I ask for the costs of the application.

Grant: I submit that the costs ought to be costs in the action. My friend has failed as to paragraph 3 of the summons, which was the real question in the matter.

The Vice-Chancellor: It appears to me that the plaintiff has succeeded upon the summons, in obtaining further and better particulars, and that the defendant must pay the costs of the application.

THE ART AND FEATS OF MACHINE WORK.

The last number of *Sewing Machine Times* contained the concluding article in the series which has appeared under the above title, much to the gratification, and it is hoped advantage, of our readers.

While the adaptability of machines to the artistic branch of tailoring and the more difficult problems of garment-making was possibly understood and utilised in this country more fully and at an earlier date than in England by the tailoring trade, yet the sewing machine agents were as a rule very poorly informed as to the technique of the art. To them these articles have been instructive, and if carefully studied have given a knowledge of tailoring practice that may be of much service in making sales.

FOR SALE BY TENDER, by Order of the Court, under Compulsory Dissolution of Partnership, DOMESTIC MACHINERY BUSINESS, goodwill, stock, and hire accounts, as a going concern. S.W. district, Surrey side.—For particulars, address Official Receiver, *Sewing Machine Gazette* Office.

Mr. Lewis Lyons, the author of the articles, is the secretary of the International Tailors, Machinists, and Pressers Union, of London. No better authority could have written on the subject. We reproduce below, from Mr. Lyon's first article, his introductory statement, as well as an extract from one of the articles by the Editor of *The Tailor and Cutter*, to which he refers.

Mr. Lyons' introduction to his valuable series of articles was as follows:—

"The descriptive account of what can be accomplished by the sewing machine, published in *The Tailor and Cutter*, by the Editor, after his recent visit to Chicago, ought surely to arouse the spirit of enterprise among tailors at home. We have certainly been at fault and neglected our own interests in not recognising long before now the sewing machine as a scientific branch of the tailoring trade. It has, no doubt, been recognised as a very great aid in the product of garments. But as an instrument of art and science combined, we have so far failed to understand it, or apply it, to anything like the full extent of which it is capable. We must congratulate the Editor for having so successfully directed attention to this subject. Now the sewing machine has been discovered, let us examine it and see what can be made of it for universal adoption."

Mr. John Williamson, F.R.H.S., Editor of *The Tailor and Cutter*, published in that paper a series of articles based on his American tour during the year of the Columbian Exposition. In an interesting chapter on American Tailoring, he gives an account of his visit to one of the large clothing establishments. We extract from it his reference to machine work:—

"Our next move was to the factory where the better class of work is made. This was in another house. This also occupied a very large floor, perfectly ventilated, and everything conducted in perfect order. Here it is all done on the manufacturing principle. Machinists, pressers, women sewing all they can sew, men finishing. Beautiful buttonholes were being put in by machine. I must confess to seeing here some marvellous feats in machining; skill displayed which I had never before seen or knew was possible. This refers to the putting in of pockets. An outside breast pocket with a welt, in a morning coat of good material, was put in complete—tacked and altogether, in 4½ minutes. No part of it was basted before being sewn. It was beautifully done, and would stand muster on any first-class bespoke garment. An outside pocket with flap in a Melton overcoat, with three rows of stitching on edge, was done by the same man as we stood watching him. He first made the flap, which was lined with Italian, no basting whatever throughout. The lining was simply pinned to the flap with one pin in the centre; the machine manipulated the edge of the Italian—the cloth being stitched on the raw, and machined on the Italian side. The whole pocket was put in complete in 7½ minutes, in a style too which could not be excelled. I did not ask Mr. Ryan to give me the fore-parts containing these pockets, but he kindly, at my request, had similar pockets put in on pieces of the same material. These I have now before me, and will be pleased to show them to any of my readers who may be in London and will call to see them."—*Sewing Machine Times*, New York.

NEW DESIGNS IN MACHINE WOODWORK.

Seidel & Naumann, well known as the largest sewing machine manufacturers on the Continent, now have in there extensive warehouses, at 23, Moor Lane, Fore Street, London, E.C., several novelties in sewing machines, specially manufactured for the coming Christmas trade. The bases and covers of these new machines are of black polished woodwork, tastefully engraved in black, gilt, and also other colours, the various patterns and engravings being executed by competent artists. The designs, and the whole finish of the woodwork, remind us generally of Japanese and Chinese work, and they are executed in the factory on the Continent by workmen who have collected their experience from those countries. We believe that this new cabinet work for sewing machines will be well approved by this firm's clients throughout the United Kingdom and in the Colonies.

STANLEY SHOW, 1895.

THE

19th ANNUAL EXHIBITION

OF

Cycles, Cycle Accessories, Cycle-making Machinery, Photographic Appliances,

AND

SEWING MACHINES,

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Acknowledged by the Press, Public, Agents, Buyers, and Cyclists as

THE TRADE EXHIBITION,

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The Committee have again set apart the EAST END of MAIN GALLERY specially for the Exhibition of

SEWING MACHINES

Applications for space, which is limited, should be made at once to

E. A. LAMB, Secretary,
57, Chancery Lane, W.C.

Telegraphic Address—"INSUPPRESSIBLE, LONDON."

Not less than 1,200 different sewing machines are now kept at the Moor Lane warehouse, all of them fitted with the usual walnut woodwork, inlaid with mosaic, or of the new Japanese patterns.

As the season has now arrived for pianos and other musical instruments for the Christmas trade, a large assorted stock is to be seen. The pianos are of first-class German manufacture, specially made for Seidel & Naumann, with overstrung iron frame, full trichord, seven octaves, genuine ivory keys, the front richly ornamented with gilt, and artistically inlaid with marqueterie. These pianos are unsurpassed in finish, tune and construction, and are of the same first-class quality and finish as the Naumann sewing machines. The self-playing musical boxes, hand organs, &c., are also well assorted—the "Polyphons" and "Orphenions" are sold largely in England. The latest novelty is the "Gloriosa," which is supplied with a Christmas-tree holder, flower bowl, &c., and can also be supplied with different stands, with plated plates, or plates of ivory glass, artistically painted in colours like china.

THE MULTIPLE TUCK SEWING MACHINE.

We illustrate herewith the Multiple Tuck Sewing Machine, which a company, with offices at 13, Swan Street, Manchester, is now introducing. Several of these machines have already been placed in factories, and we are told that repeat orders have been received. We must admit that we have not yet had an opportunity of examining the machine, but the specimens of work shown to us are faultless.

The object of the invention, the patent of Mr. William Bowden, is to enable two or more tucks to be sewr simultaneously, and Fig. 1 gives a fair idea of its general appearance.

Figure 2 shows the mechanism when three needles are used, the sewing being chain-stitch. The cloth is fed from right to left, and to form the tuck it is pressed into a series of grooves cut into the metal table, by means of the flat-ended pins or fingers fixed on the end of the lever arm shown in Fig. 1. The pins or fingers are arranged to work parallel to each other, which permits three or more rows of tucking to be made at the same time without unduly straining the cloth, and the size of the tuck can be readily varied.

The essence of the invention is, of course, the method of forming the tuck as described above, and this is certainly ingenious and practical. It is almost unnecessary to describe the way the tucks are sewn, as that is obvious from the engraving. We might just state, however, that behind each of the channels is a looper, which engages with the needle-thread which passes horizontally through the tuck as it lies in the groove or channel of the table.

Naturally, a machine of this character is very rapid, 120 yards of three or four tucks per hour being its average output. It works equally well on any kind of material, and it will hem as well as tuck. At present it only makes the chain-stitch, but the inventor says that it can be altered to do perfect lock-stitch, but this, we fear, means complicating what at present is a simple piece of mechanism.

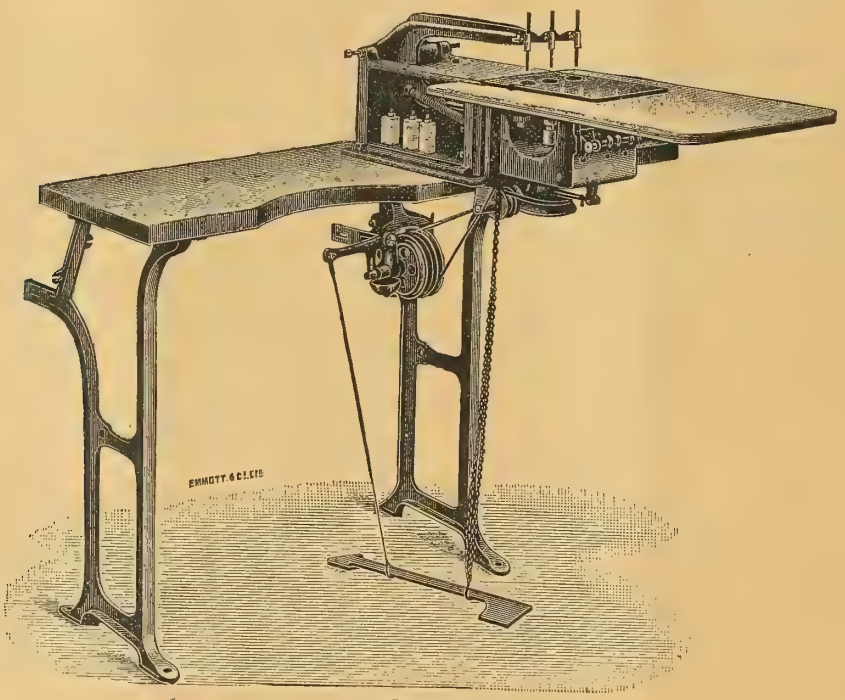


Fig. 1.

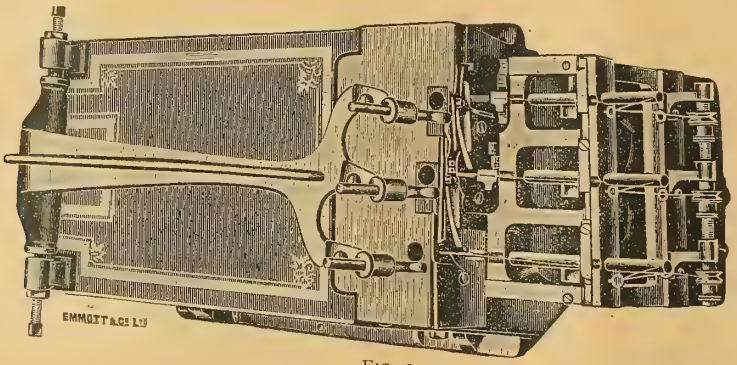


Fig. 2.

AMERICA'S SEWING MACHINE EXPORTS.

The following table shows the exports of sewing machines from the United States in 1894 :—

Countries to which Exported.	Values. Dols.
Austria-Hungary	5,413
Azores, and Madeira Islands	68
Belgium	48,363
Denmark	124
France	91,246
Germany	255,507
Italy	8,696
Netherlands	4,673
Portugal	741
Russia, Baltic, and White Seas	2,927
Spain	1,340
Sweden and Norway	1,097
United Kingdom :	
England	473,553
Scotland	238,783
Ireland	75
Bermuda	534
British Honduras	2,159
Dominion of Canada :	
Nova Scotia, New Brunswick, &c.	11,709
Quebec, Ontario, &c.	94,386
British Columbia	5,160
Newfoundland and Labrador	3,044
Central American States :	
Costa Rica	3,880
Guatemala	7,965
Honduras	2,985
Nicaragua	4,396
Salvador	10,687
Mexico	151,239
West Indies :	
British	13,853
Danish	280
Dutch	1,191
French	932
Haiti	11,967
Santo Domingo	1,962
Spanish—Cuba	212,696
Puerto Rico	3,534
Argentine Republic	71,513
Bolivia	295
Brazil	101,719
Chile	18,126
Colombia	49 674
Ecuador	14,116
Guianas :	
British	2,862
Dutch	165
French	627
Peru	13,743
Uruguay	7,256
Venezuela	45,306
China	2,179
East Indies :	
British	3,626
Dutch	107
French	260
Hongkong	3,173
Japan	1,265
Russia, Asiastic	343
Turkey in Asia	835
All other Asia	1,087
British Australasia	310,948
French Oceanica	2,509
Hawaiian Islands	8,818
Philippine Islands	228
British Africa	4 928
Canary Islands	3,177
Liberia	293
Portuguese Africa	30
All other Africa	163
All other British	475
All other islands and ports	349
Total	$2,347,354

JEWELLERS AND THE HIRE-PURCHASE SYSTEM.

At the meeting of members of the Newcastle and Gateshead Pawnbrokers' Protection Association, held on the 11th ult., according to the *Pawnbrokers' Gazette* the following transpired :—

The President (Councillor Goolden, J.P.) occupied the chair.

The Vice-President (Mr. Slater) stated, in regard to a case in which he was concerned, that he had settled it. It was a case in which the agent of a hire-purchase trader had pawned a watch which had afterwards been demanded by that agent's employer. On the advice of the Association he had declined to give up the watch, though the trader had offered to pay 25 per cent. of the advance, unless the agent who had stolen or misappropriated the watch and whose address was known to his employer at the time the demand was made, was prosecuted. Since then he had received a communication from the secretary (Mr. Edminson) stating that the trader now offered to pay 50 per cent. of the advance, and advising him to accept these terms. He took the advice and wrote, intending that he would accept the offer, and that when he received 50 per cent. of the advance the firm might have their goods. Since then he had received the exact sum and nothing to pay the cost of transmitting it. He was inclined to let it remain at the Buckingham Street shop until they sent for it.

Councillor Costelloe said that he had a case on identically the same lines as Mr. Slater. The watch in this case had been pawned by the same agent as that received by Mr. Slater. In the first instance the hire trader offered 25 per cent., but he now offered 50 per cent. As far as he was concerned he was quite willing to accept that, but as the matter had been placed in the hands of the Association, he thought it right to hear what that meeting had to say about it before he settled it one way or the other.

The President said he did not think it advisable to push the matter too far. He did not know whether they had heard the story of a certain Lord Chancellor who, on being told by his woodman that a certain party had cut down some of his trees, replied "Oh, let him have them." And on being urged to prosecute, made the significant answer that had it not been for fools going to law he would never have had any trees at all. It was, perhaps, rather ungrateful to call the people fools whose idiosyncracies had done so much for the learned Judge, but still there was some truth in it, and he thought the Courts should be avoided whenever possible. In his business he had always found that compromise upon an equitable basis was the best thing, and a compromise to the extent of refunding 50 per cent. of the advance being offered, he was of opinion it would be better to accept it.

Councillor Costelloe : It is not a matter of 25 per cent. or 50 per cent., but the question is which is the right and which the wrong. If we are absolutely in the wrong, there is no alternative but to accept the proposal ; if, on the contrary, the other people are in the wrong, then the question comes in, "Are we sacrificing a principle by compromising?"

The President : With regard to Mr. Hall's case, there is no doubt we are in the wrong.

Mr. Hall : It is possible, but there is no proof they have any signed papers at all.

The President : Well, I have only thrown this out as a suggestion. Supposing we could fight the case with some chance of success, is it advisable to do so when we have a reasonable compromise offered ?

Mr. Hall : We agreed to compromise two of my cases before.

The President : On receipt of 25 per cent. ?

Mr. Hall : Yes, and since that the demand in one of the two has been withdrawn. That is rather peculiar.

The President : I was not present at that meeting, but of course, if that was agreed to then there is an end of that. As far as Mr Slater is concerned, I think it would be better, having received 50 per cent. of the advance, that he should send the article back, and I do not see how it would be better for Mr. Costelloe to hold out.

Councillor Costelloe : I am prepared to act according to the view of the meeting.

The Chairman : Very well then ; it is understood that Councillor Costelloe's case will be settled on the compromise offered. Now, as to Mr. Hall's cases. Two it was agreed to settle on payment of 25 per cent., and the demand in one of these cases has been withdrawn. There is, however, I understand, another case which was not before the meeting when a compromise was agreed to as in the two others. In these hire-purchase cases we seem to be completely at the mercy of the hire traders, and if a compromise is offered I should think the best course is to accept it. What is your view, Mr. Hall ?

Mr. Hall : I am afraid I have not a leg to stand upon as to defending the case. I wrote to the Editor of the *Gazette* asking him certain questions which I thought pertinent to the subject, and he very courteously replied as follows :—"We are inclined to think that the hirer's claim against a third party would stand, even if the hirer signing the agreement be a minor. You can only see or procure a certified copy of the agreement at your own expense. The agreement must be signed by the hirer, but need not be stamped unless the amount involved exceeds £5. As to prosecuting the woman, we can hardly advise. It was only an attempt to get money, and the defendant would probably be let off at most on payment of costs. That would give publicity to the case, but would not harm the woman more than the fright she has already received." From that, pawnbrokers would seem to be entirely at the mercy of the hire traders. If a demand is made upon them they have nothing to do but to return the article on such terms, if any, as are offered by the trader. It is simplicity itself, but it is not satisfactory. Some of these cases are very instructive. These goods are placed apparently in the hands of anybody. It does not matter who the hire trader deals with, because if the instalments fail he can reclaim the goods. In one of my cases

1s. has been paid upon a watch, and it was pledged the same day that the pledger received it. That looks very like a deliberate design to make money by fraud rather than to buy a watch for legitimate uses. In that case the hire trader gains nothing, the pledger gains 15s. or 16s., and the pawnbroker loses. But it seems extraordinary that the pledger should have sent the ticket up to London, with the result that an immediate demand was made for the watch. Now, I do not care twopence about the 25 per cent., but my idea from the first in bringing the matter before the Association was to see if anything can be done to discourage the practice of pledging goods obtained on the hire-purchase system. As far as the hire traders are concerned, they cannot very well lose anything, and they put their things indiscriminately into the hands of all sorts of people, knowing very well that their charges are so great that, if they get paid for one watch, they make a good profit on three. As I have before stated, I feel that there is no ground on which to defend the case, and the only course open is to settle the third case in the way agreed as to my other two, namely, to accept the offer made. But the question before us, as I understand it, is, are we to prosecute the pawners?

The President: Then it is understood that all the cases, so far as the hire trader is concerned, are to be settled on the terms offered.

Councillor Costelloe said that what they had to consider now was the proposal by Mr. Hall to advertise in the press that pledgers of hired goods would be prosecuted.

Mr. Hall said that he thought an advertisement to that effect would have a deterrent influence. It would let persons know who were ignorant that they had no right to do so, and that they were doing an illegal act; it would probably intimidate another class.

Mr. Robson: Mr. Hall has a clear case of a woman who only paid 1s. on the article and who pledged it the same day. Might it not be well to proceed against her and show in the Court how these things are forced upon people.

The President: You probably would not get a chance of going very deeply into that, and if you did, the only result would be to arouse sympathy for the pledger.

Mr. Robson: Well, we might get at the agents, who, I suppose, ought to have hawker's licences or plate licences. We have members of the Council on both sides of the water here—can we not induce the Watch Committee to depute plain clothes men to keep a watch for them and bring them up if they have not got hawker's licences?

It was agreed that the Watch Committee of Newcastle and Gateshead should be moved in the matter.

Mr Hall said that, if they took action against the pledger, it would not be vindictively, but merely to show the public that they must not attempt to pledge hired goods.

The President: I would not do so in cases that have been compromised.

Councillor Costelloe: I do not see that a compromise between the pawnbroker and the trade has anything to do with the illegal act of the pledger, and we want to deter people from bringing these hired goods to us.

Mr. Robson: My idea is that we have such a clear case here that we ought to proceed.

Mr. Hall: There are four clear cases—three of pledging, and one of attempted pledging.

The President: I am not in favour of prosecuting in these particular cases, and I do not think prosecuting would stop the practice. I think we should wait until we get a bigger and more important case.

Mr. Hall: It would diminish the practice.

Mr. Robson proposed that further consideration of the subject should be adjourned until the next meeting.

Mr. Slater seconded the resolution, which was agreed to.

The President said that pawnbrokers were not the only people who suffered from the hire-purchase system. The jewellers and watchmakers were equally alive to the evils of that system of trading, and they wanted to join with the pawnbrokers in the crusade against them. He had a letter from the Chairman of the National Retail Jewellers' Association, which read as follows:—"From the *Pawnbrokers' Gazette* kindly sent to me by Mr. Thomas Field, I am glad to see that you are manifesting so much interest and taking such a firm stand *re* the question of the hire purchase system for watches, &c. The National Retail Jewellers' Association is shortly to hold its annual meeting, date and place for which has not been fixed. If you think we should be thoroughly well supported in Newcastle by the local jewellers, the Council might be disposed to hold the meeting there. Do you yet belong to our Association, and what is your opinion on the subject? I should be glad to have your views."

Mr. Hall: There is no doubt the question is occupying the attention of jewellers quite as much as pawnbrokers. I will read a letter I have received from the secretary of the National Retail Jewellers' Association. It is as follows:—"Thanks for yours received this morning, you seem to be very heavily handicapped in the north. If you can get a few jewellers to join you, I will guarantee, with their assistance, to clear them—the hire agents—every one out in time. I have done so in other towns. I made the experiment in my own, and, although only a small one, you would be astonished at the difference it has made to me and my co-traders. I am sure I sell double the number of watches. You will see in our rules we look upon the pawnbrokers as legitimate jewellers. I stated at my first general meeting I was only too proud to be associated with them, and the feeling on the board was unanimous. There are upwards of 5,000 of you that deal in watches and jewellery, and united in this cause our power would be immense. Our president and vice-presidents are men of influence, and we can go to the House of Commons immediately on its assembly with any grievance we may formulate. I have the Inland Revenue in such a corner that an alteration is bound to be made. We must get the plate licence under the supervision of the police. Then we can get at the hawkers and agents. You will be glad to hear that all the cream of the manufacturers are coming over to our cause as honorary members," &c.

The President: It is quite evident that the jewellers are in earnest, and as deeply interested as we are. As to their holding their annual meeting in Newcastle, that is a matter for them to decide. I, as a pawnbroker, do not feel qualified to express my opinion, and I shall write suggesting that they should communicate with one of their own trade, who would be in a better position to say whether they would obtain cordial support here. The subject of the hire-purchase system is a national question, and one that I think should come before the National Pawnbrokers' Association, and I am strongly of opinion that pawnbrokers and jewellers acting in concert will represent very considerable power. My impression is that we should communicate with our National Association, enclosing a copy of the letter in which the jewellers' overtures are made, and suggest to them the desirability of appointing a deputation to attend the jewellers' meeting and decree measures whereby pawnbrokers and jewellers may act unitedly in the common cause. This is all we can do—to make this suggestion and leave it to the National to adopt it or otherwise as their wisdom may guide them. Pawnbrokers are affected as the jewellers are in their sales shops, and they are likewise affected in their pledge departments. There is no doubt in my mind that they can work together, and that the ultimate result will be better and quicker if both the trades concerned unite for the common end. Whatever will benefit the pawnbrokers will directly or indirectly benefit the jewellers, and whatever will benefit the jewellers will be of advantage to the pawnbrokers. Therefore, I think it would be well if both trades, through their National Associations, could arrive at an agreed course of action, and then, shoulder to shoulder, fight the common foe.

It was resolved that Councillor Costelloe should write to the National Association in the terms suggested by the president, placing before them the desirability of sending a deputation to the Jewellers' Association annual meeting, with the view of courting joint action in the matter.

The meeting shortly afterwards concluded.

THE PLATE LICENCE QUESTION.

At the Worcester City Police Court, last month, Henry Hodges, Middle Road, was summoned for dealing in plate without a licence, at Worcester, on August 25th.

Mr. John Walters, Supervisor of Excise, prosecuted on behalf of the Crown, and Mr. A. J. Beauchamp defended. Mr. W. W. A. Tree watched the proceedings on behalf of the Worcester Branch of the National Jewellers' Association.

Mr. Walters, in opening the case, said that it was brought under the 30 and 31 Vict., chap. 90, sections 1 and 3, which provided that persons selling plate without a proper Crown licence were liable to a fine not exceeding £50. A person who either solicited or received orders for jewellery was likewise liable to a heavy fine. Mr. Walters said the offence had been detected through the complaint of the Worcester branch of the National Jewellers' Association. Hodges had been going about acting as an agent for a local firm, and was in the habit of dealing in plate, and had sold a watch to a person for £2 2s. Mr. Walters was proceeding to enter into the moral aspect of the case, when

Mr. Beauchamp objected. The offence had been admitted, and it was no use introducing outside matter into the case.

Mr. Walters said it had a great deal to do with the case. There were companies in the city and country who were in the habit of sending out circulars.

The Chairman. We don't want anything outside this case brought before us.

Mr. Walters agreed. He, however, wished to point out that great wealthy companies in the country were in the habit of promoting these agencies by forming clubs, to which some 20,000 people belonged. There were several thousand persons dealing with watches and plate without licences, thereby defrauding the Crown of either £2 6s. or £5 15s. each year. He hoped the magistrates would look at the magnitude of the offence. The Legislature had looked upon the dealing in plate without a licence as a very serious offence, as was apparent by the heavy maximum fine of £50. Hodges had been dealing in watches fully knowing the penalty.

Mr. Beauchamp: I deny that Hodges was dealing in watches fully knowing the penalty.

Mr. Walters, continuing, hoped the Bench would inflict a heavy fine, so as to deter other people from dealing in watches and plate.

Mr. Beauchamp commented upon the plan adopted by the prosecution for entrapping the defendant, but

Mr. Walters objected.

Mr. Beauchamp claimed that he was entitled to go into the case in addressing the Bench on behalf of his client. The prosecution had been instigated by the Jewellers' Association in Worcester, and a member of the association had instructed a fellow workman in the same factory as defendant to buy a watch under the club system from the defendant.

Mr. Tree took exception to this and said he could not allow any accusation to be made against anybody he represented unless evidence was to be given.

Mr. Beauchamp said the complainant had stated that the defendant had been solicited for the watch, and when it was obtained it was taken to the supervisor. That was the plan adopted. The club system was in operation throughout England, and licences were not taken out.

The Bench decided to convict, and defendant was fined £2 2s., including costs.

ANOTHER CASE.

At the Narberth Petty Sessions, recently, before Mr. R. H. Buckby (Chairman), Mr. R. Ward, Mr. H. S. Allen, and Mr. G. P. Brewer, Mr. W. Byron, supervisor of Excise, charged Henry Cunnick, of Lampeter-

CAUTION.

Whereas, in an action brought in the High Court of Justice (Chancery Division) by *THE SINGER MANUFACTURING COMPANY* against a firm who offered for sale Sewing Machines not made by *THE SINGER MANUFACTURING COMPANY* as "Improved Singer Machines" and "————'s Improved Singer Machines," Mr. Justice Romer gave judgment in favour of *THE SINGER MANUFACTURING COMPANY* and restrained the defendants from using the trade name "Singer" in any way calculated to deceive.

And whereas *THE SINGER MANUFACTURING COMPANY* have received from numerous dealers who have also wrongfully used their trade name "Singer" apologies and undertakings not to again use the name in a manner calculated to deceive, and have paid damages and costs,

Notice is hereby given that *THE SINGER MANUFACTURING COMPANY* will proceed against all persons using their trade name "Singer" contrary to the said judgment of Mr. Justice Romer or otherwise wrongfully.

GILBERT D. WANSBROUGH,
6, Old Change, London, E.C.
Solicitor to *The Singer Manufacturing Company.*

Velfrey, with selling silver goods without a licence.—Mr. Byron, in stating his case, said he bought a silver albert chain for 12s. 6d. from defendant, and produced the receipt.—Mr. W. Howell, Llanelly, appeared for Messrs. Kayes, Worcester, on behalf of defendant, for whom he was agent.—Mr. Howell said defendant, in selling the goods, was ignorant that a licence was required. He kept nothing back from the officer, and, under the circumstances, if they thought that a fine should be inflicted it should be the smallest possible coin. He had since the offence taken out a licence. Defendant was fined 1s. and 17s. 5d. costs.—Same *v.* William Lawrence, Ball's Castle, St. Issells.—Mr. Byron said he bought a silver albert chain for 16s. from defendant, and produced the receipt.—Witness had traced defendant to be selling for eight years, which was a loss to the Revenue of over £18.—Mr. John Roberts, who appeared for defendant, said he sold in ignorance that a licence was required, otherwise he would not have sold to the officer, as he knew him. Since the offence he had thrown up the agency. Defendant was fined 6d., and 17s. 5d. costs, and was ordered to pay for a licence.

JOTTINGS

The Singer Company's Blandford depôt is now controlled by the Portsmouth office.

Mr. E. Hill has removed his bassinette showroom from 2, Arcade, to 38, Broad Street, Reading.

Mr. W. H. Howard has just put down machinery at his premises, The Cycleries, 42, Broad Street, Wokingham, for the repair of cycles.

The first sewing machine factory in Switzerland has been started at Lucerne, under the title, "Schweizerische Nahmaschinen Fabrik."

The Wheeler & Wilson Manufacturing Company have just been awarded a gold medal and diploma for their machines exhibited at the Belfast Exhibition.

Messrs. W. Chandler & Co., jewellers and dealers in cycles, prams, and domestic machines, have removed from Chapel Street to 78, Fore Street, Redruth.

Mr. C. J. Griffith, of the Nor'-West Stores, Harlesden, has been written up by the *Railway Supplies' Journal*, and his stock of sewing and washing machines commended.

Messrs. J. J. Cartwright & Co., of Pride Hill Chambers, Shrewsbury, "the largest retail dealers in coal in the country," are starting a domestic machinery and cycle department.

John Payne, aged 20, described as a perambulator maker, has just been sent to prison for five months for stealing, with assault, eightpence from the person of R. J. Green, just after midnight.

At the annual general meeting of the Harrison Patent Knitting Machine Company, Limited, held on the 21st ult., a dividend of 6 per cent. per annum on the preference shares and 10 per cent. per annum on the ordinary shares was declared.

Mr. Charles Bradbury, who for many years has represented Messrs. Grimme, Natalis, & Co. in this country, has resigned his position as from the end of the present month. All communications as to new business should in future be addressed Grimme, Natalis, & Co., Brunswick.

Mr. George Lamb, who for upwards of eighteen years was with the Singer Company, latterly superintendent at Kirkcaldy, has resigned his position, and has opened an agency at 5, Antigua Street, Edinburgh, and will be pleased to make arrangements to represent domestic machinery firms.

The Singer Manufacturing Company have just rearranged their West of England districts. Mr. M. J. Woodard, late manager of Plymouth district, has been given charge of the Bristol district, in addition to his old territory, with a central office at Bristol.

Mr. A. Wear, of Regent Circus, Swindon, has been compelled to take the premises adjoining his old shop in order the better to display his stock of sewing and washing machines, prams, jewellery, furniture, pianos, &c. From this it will be rightly inferred that Mr. Wear finds his business increasing.

Mr. C. W. Davis, managing director of the Williams Sewing Machine Company, Montreal and Plattsburg, U.S.A., is now on a visit to this country, and will be visiting the Continent for a few days with Mr. R. J. Johns, the agent-general for the company. Mr. Davis says the "New Williams" machine has come to stay in Europe.

The *Petit Bleu du Matin* recently had an article describing and illustrating the premises of Messieurs Gustave Story & Cie, of 133, Boulevard du Nord, Brussels. This firm are agents for the Vertical Feed Sewing Machine Company, and have, we are assured by visitors, the finest showrooms for cycles and sewing machines on the Continent.

Mr. Charles Bradbury has been engaged to take a business trip to North Africa and India on behalf of the White Sewing Machine Company, and starts on his journey early in December. Mr. Bradbury will no doubt find his linguistic attainments of great advantage in his new sphere, not forgetting his large experience in foreign travelling in former years.

A paragraph has been going the rounds of the press, as follows:—"The sewing machine manufacturing industry in Sweden is developing very rapidly. Already the imports of German-made machines have been lowered, and it is considered by many that it will not be long before sewing machines no longer appear in the list of articles imported into Sweden." This statement must be taken with a large grain of salt.

Mr. John Harrop, of Manchester, has issued a note to the following effect:—"Should anyone call upon you to collect my account, or cash a cheque, or in any way to obtain money from you by using my name, the same is not authorised by me, and you will act upon your own responsibility if you take any notice of such. All moneys due to me, as mentioned on my statements, must be remitted direct, and not paid to anyone calling."

The Singer Company's Leicester and Northampton Territories have now been amalgamated under the control of Leicester. The Northampton offices are now distributed as follows:—Under Leicester—Northampton, Wellingborough, Rugby, Bedford, Daventry, Newport, Pagnell, and Rushden. Under Western C.O.—Luton, St. Albans, and Leighton Buzzard. Under Norwich—Hitchen, Hertford, and Hoddesdon.

Mr. R. J. Johns writes us from 44, Farringdon Street, E.C., as follows:—"What's in a name? Not very much sometimes, but there is a lot in the 'New Williams' sewing machine for any dealer to talk about when comparing it with any other and competing for the trade. There are more selling points in the 'New Williams' than anyone can imagine who has not seen it, and those dealers who have seen it lose no time in securing the agency for their district, as anyone with half an eye can see it is the best machine, and gives the dealer greater advantage than any other."

The Bankruptcy Acts, 1883 and 1890.

IN THE HIGH COURT OF JUSTICE.

IN BANKRUPTCY. No. 1053 of 1895.

Re RODERICK MACINTOSH, of 1, The Pavement, Upton Park.

I, John Belcher Allpass, of 25, Queen's Parade, Clapham Junction, hereby give notice that I have been duly appointed and certified by the Board of Trade as Trustee of the Estate of the above-named Bankrupt.

All persons having in their possession any of the effects of the Bankrupt must deliver them to me, and all debts due to the Bankrupt must be paid to me.

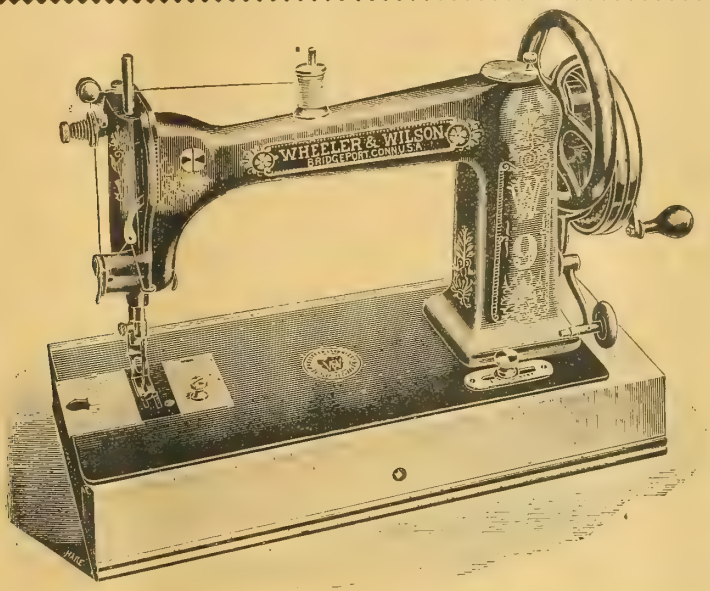
Creditors who have not yet proved their Debts must forward their proofs of Debts to me.

JOHN BELCHER ALLPASS.

A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

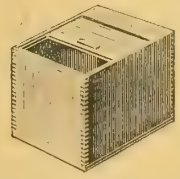
Lists in Preparation. **Enquiries Invited.**



THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin in Position.

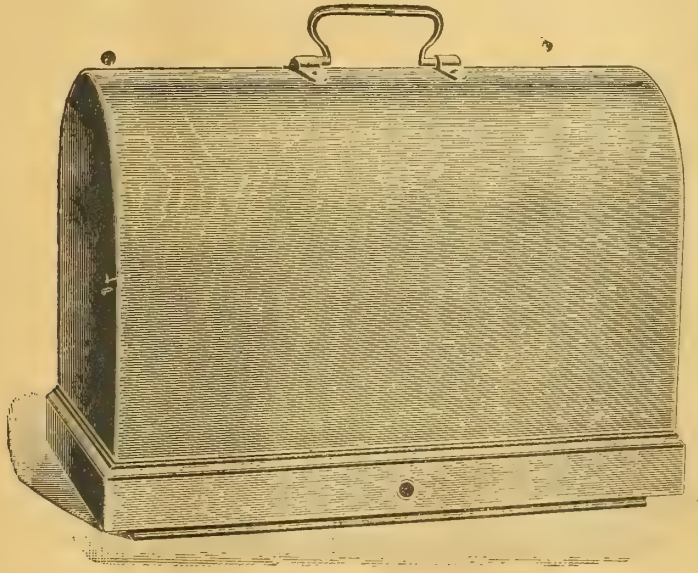


REVOLVING SHUTTER BOX.
For Accessories and Attachments.

THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin Out.



The Cover for a' ove Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 *to* 11, *PAUL STREET, FINSBURY, LONDON, E.C.*

Failures and Arrangements.

RUFUS BERRY, washing and wringing machine maker, 58, Enfield Street, and Union Works, Marley Street, Keighley.

A first dividend of 4s. is now being paid at the Trustee's, 5, Temple Street, Keighley.

GEORGE SIMPSON, jeweller, watch and clock importer, and sewing machine dealer, Market Square, Pontypridd.

The above has been adjudicated bankrupt. Liabilities £1,182 8s. 6d.; assets, after deducting preferential claims, £199 11s. 7d. Among the creditors are Messrs. J. G. Murdoch & Co., Limited, for £229 7s. 11d., and Messrs. Seidel & Naumann for £27 14s.

ARTHUR LUSHER, sewing machine agent, 10, Stanley Street, Gainsborough.

An administration order was granted herein on October 9th.

JOHN SEAMAN, 57, New Street, Alma Street, and SAMUEL ROGERS, 43, Nelson Road, Witton Road, trading as John Seaman & Co., mail cart and bassinette manufacturers, 55-57, New Street, Alma Street, all Aston Justa, Birmingham.

A receiving order was granted in the above on September 12th, and the debtors adjudicated bankrupt on September 18th.

DAVID PENNINGTON, furniture dealer, 2, Atherton Street, St. Helens.

A deed of arrangement, dated September 25th, was filed on September 30th in the above, whereby the debtor agrees to pay a sum of £5 10s. weekly for twenty-six weeks, commencing October 3rd, and £5 weekly after such period until all the creditors are paid in full, these payments being secured by assignment of the estate. The liabilities are given at £390, and assets £1,837. Among the creditors are Messrs. G. H. Wells & Co., Birmingham, for £11, and Messrs. W. Summerscales & Sons, Keighley, for £19.

GEORGE H. HEDGES, domestic machine and perambulator dealer, 51, Norfolk Square, and 30, Gladstone Street, Brighton.

A second and final dividend of 2⅝d. is now being paid in the above at the Official Receiver's, Brighton.

CHARLES WIGHTMAN, cycle and sewing machine agent, Leicester.

The public examination of this bankrupt was held at the Leicester Bankruptcy Court on the 9th inst. The statement of affairs filed by the debtor disclosed liabilities amounting to £219, and assets *nil*. Replying to questions put by the Official Receiver the debtor stated that he had lost money through not being able to dispose of his stock of cycles during the season for which they were made. He had also made losses through letting cycles out on hire, and through people obtaining machines from him by means of false pretences. The furniture at his house belonged to his mother. He had a wife and seven children to support, and at present he had no income, but his friends were assisting him. The debtor was eventually allowed to pass his examination.

ALBERT KERFOOT, house furnisher and dealer in cycles and domestic machinery, 18, Lime Street, Preston.

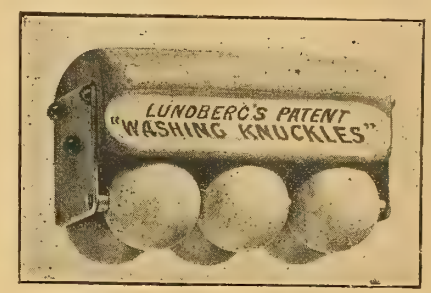
A deed of arrangement has been registered in the above, the composition being 15s. in the pound, payable by four equal instalments, at four, eight, twelve, and eighteen months from October 2nd, 1895; the last two payments secured by a surety, and the whole by assignment upon trust, &c. Trustee, James Todd, 12, Winckley Street, Preston, accountant (October 5th; filed October 11th). Liabilities: Secured and partly secured, £850; unsecured, £1,903 2s. 9d. Assets, £1,159 5s.

ALLEGED ASSAULT BY A BRANCH MANAGER.

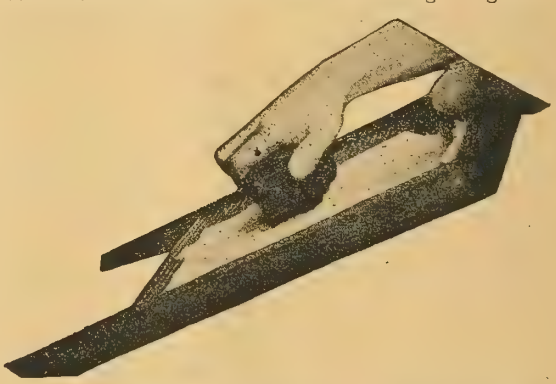
At the Sunderland County Court, on the 26th ult., an agent named Wm. Bowey, residing in Villiers Street, Sunderland, claimed £10 from Samuel Hodgkiss, local manager for Jones' Sewing Machine Company, in respect of alleged assault and false imprisonment. Mr. J. G. Marshall appeared for plaintiff, who stated that on the 23rd August last he waited upon the defendant in the firm's premises for the purpose of receiving certain money due to him. Defendant offered to pay 18s. 1½d., deciding at the same time to leave the question of some commission in abeyance. After complainant had signed an official receipt for the money Hodgkiss demanded that he should also sign an official receipt note which *inter alia* stipulated that all renumeration terminated directly Bowey's employment should cease. The latter declined to do as requested, believing that the signing of the paper would forfeit his claim to certain commission already due to him. The defendant thereupon seized Bowey by the collar and locked him up in a room for nearly half an hour. Mr. Osborne, of Shields (solicitor to the Newcastle Branch of the H.T.P.A.), appeared for the defendant, who denied the assault, and especially the imprisonment. His Honour found for the plaintiff for £5.

USEFUL DOMESTIC APPLIANCES.

We have just been testing several new domestic appliances, and among them was Lundberg's "Washing Knuckles." This little patent scarcely needs description, as our illustrations clearly show its shape and the method of using the apparatus. The balls are made of solid



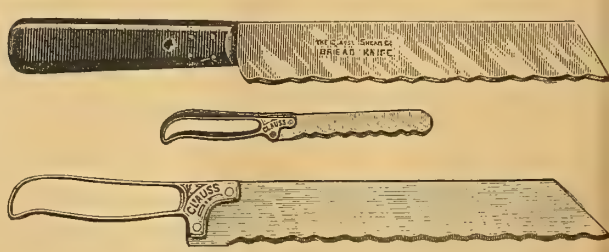
rubber, each of them revolving independently of the others, and as the apparatus retails at 1s. 9d., it is beyond doubt much more economical than brushes. We found that there are real advantages gained



by using the "Washing Knuckles," and recommend our readers to stock a few as a cash line. The manufacturer is Mr. A. P. Lundberg, of Bradbury Street, Kingsland, London, N.

* *

The Clauss Shear Company is one of the largest concerns in the States, with a London address at 34, Snow Hill. We have recently tested several of their inventions and with satisfactory results. One of their best-known lines is cut-



lery, of which we show two bread and one lemon knives. It will be observed that the knives have serrated edges, and it is astonishing how cleanly and easily they work compared to the old style.

Another useful appliance is the "Electric Cleaner," which is shown in two positions, viz., flat, its normal shape, and curved, which is brought about by pressing the handle.



From this it will be understood that the scraper is of pliable steel, and thus it can be used to clean kitchen utensils of almost any shape, and with truly remarkable rapidity.

This company manufacture a number of other useful appliances, but we have only space to refer to their "Victor" chopper. This is a capital little patent, to retail



at 1s., which does six times the work of the ordinary chopper. It should certainly be in every household as a substitute for a mincing-knife or chopper.



Section

As many as seventy pianos a week are the present output of the Spencer Factory.

Messrs. E. Hirsch & Co., of Hatton Garden, have issued a new catalogue of pianos and organs, which is very comprehensive.

Messrs. Story & Clark are now located in their new premises at 70, Berners' Street, W., where a large assortment of organs and pianos can be inspected.

Messrs. Jarrett & Goodge, the well-known piano manufacturers, are now located at 135, Mare Street, Hackney, which are larger premises than the firm had formerly.

Mr. H. D. Cable, of the Chicago Cottage Organ Company, has, in the course of an interview with the *Indicator*, replied, when asked why American pianos were not selling abroad:—"Because we are not making the piano suitable for the foreign trade. The American people are very different from the English peopie. Our tastes and our requirements are so different that a piano made for home consumption would not do for the European trade. The foreigner wants a piano different in tone and in construction. For instance, a Frenchman would not be satisfied with a piano that did not have a light tone. The Englishman has his likes also. They would not look on the American instrument in the right light. They would have to be educated up to our standard. That would take time and money, and it would be folly to attempt this when, by manufacturing a special piano, their tastes could be gratified at once and the market be ready for our coming. The American factory is so much better equipped with machinery, and is so much better organised, that we can produce a better instrument at a less cost. When we reach that point where the English appreciate our product we shall have easy progress. The strongest logic is the logic of analogy. That is generally admitted. How many things do we now furnish the English people? We sell them their organs, and the American watches and clocks are sold in large quantities in Great Britain, and that, too, in spite of the low labour over there. The American factories are organised on such a broad basis, and machinery is so largely used and is so perfect here, that we can produce with our higher-priced labour an article at a less cost than they can produce it. If we can compete with the English manufacturer in other articles of commerce, why cannot we compete with him in pianos? Machine work enters so largely into the manufacture of musical instruments that it will enable us to compete, with the advantages on our side. The case-work is always an important part of the expense in the making of pianos and organs, and hand labour being more largely used there than on this side of the water, you will understand why we can secure advantages that these English piano-makers cannot secure. And so with the action. Our superior mechanical facilities give us an immediate advantage."

"Where would be the cheapening?"

"In the cost of lumber and our superior machine work against their hand labour. Then we turn out large quantities of instruments, which enable us to reduce the cost of production to the minimum. These facilities naturally reduce the expense of production. They apply equally as well to pianos as to organs, watches, clocks, and other articles. Take the English manufacturers as a whole, and they cannot come up to our standard in this respect. We would have to produce a good musical instrument for a special trade. We would have to make just what the people call for. But I perhaps ought to admit that, as a musical instrument, this special piano would be below the standard of the American piano, because, as I have already said, the English people would not appreciate the American piano as it is to-day, and would not pay the price asked for it. But this special piano would be fully equal, and, in some respects, superior, to the English piano of the same grade."

"Why is it that the American requires a better piano than the Englishman?"

"Why do we dress better? It is because the American wants the best of everything. The Englishman especially the middle classes of the English, are easier satisfied than the American. Granted that this is a trait that ought to be cultivated by the American people, yet the fact remains incontroverted. The Englishman is a closer buyer. He does not want to buy an article that costs him dear when a cheaper will serve his purpose just as well. He does not spend his money so freely. The American wants the best cigars, the best clothes, the best of everything. The same trait is reflected in the piano trade. The American manufacturer who enters the English field must, therefore, reproduce the English piano in order to successfully compete with the English maker. It won't pay to educate them up to our plane. And we could reproduce that piano and lay it down in London at a less cost than the English manufacturer can make it, simply because we have better machinery and a finer organisation of forces in our factories."

How Soap Softens Steel.—The steel manufacturer is subjected to some rather singular annoyances at the hands of his customers. For example, the other day, says *Ironmongery*, a manufacturer received a complaint from a firm which uses a good deal of his steel that there was something wrong with the last consignment sent, inasmuch as the men asserted it was soft. This surprised the manufacturer, as large quantities of the same steel had given satisfaction elsewhere, and he himself went to investigate the matter. He was still more surprised when he found that the steel was soft after heating and submersion in the usual bath. The blacksmith before whom he made the test, and the other workmen standing round, took no pains to hide th ir enjoyment of the expert's discomfiture. "You see it is soft," said the blacksmith, with a grin, and for a moment the manufacturer was at a loss what more to do. Then an idea struck him. "Is this bath all right?" he asked, and without waiting for an answer, he plunged his hand into the trough and fished up a good-sized lump of soap. No steel will harden in a soapy bath, and the mystery was at an end. Of course, the blacksmith who had played the trick was discharged, and he confessed that a rival manufacturer of steel had given him a ten-pound note to put the soap in the bath.

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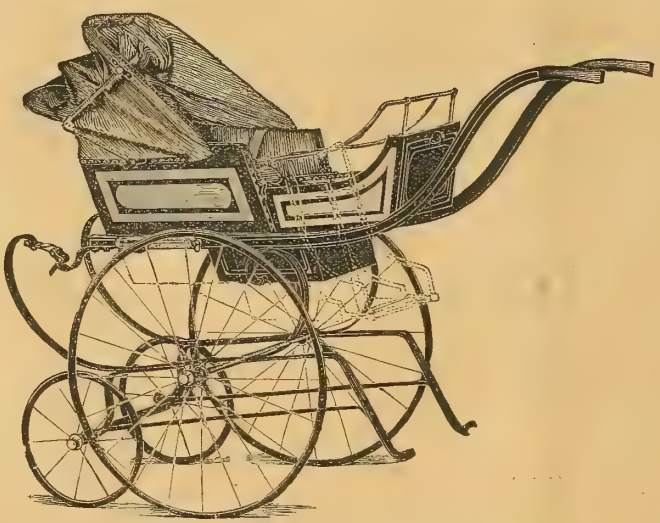
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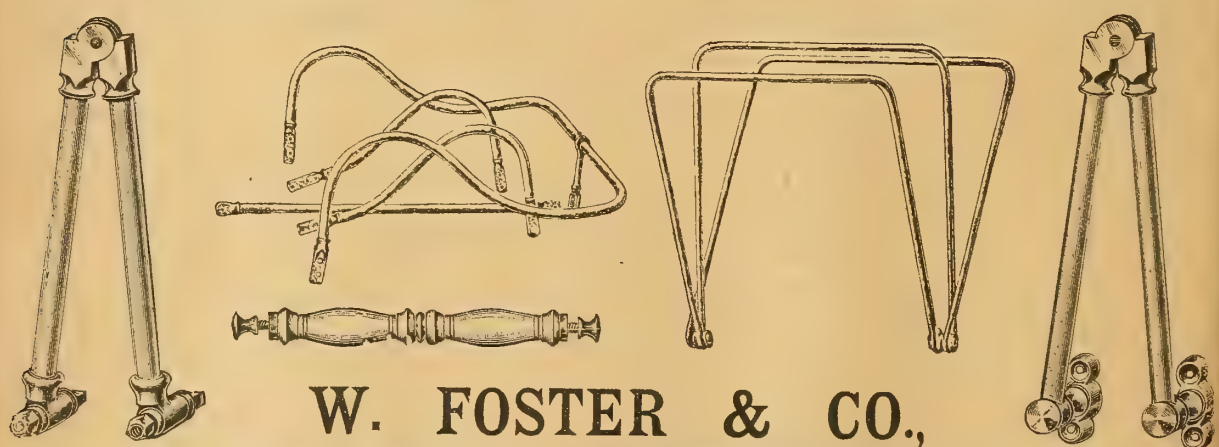


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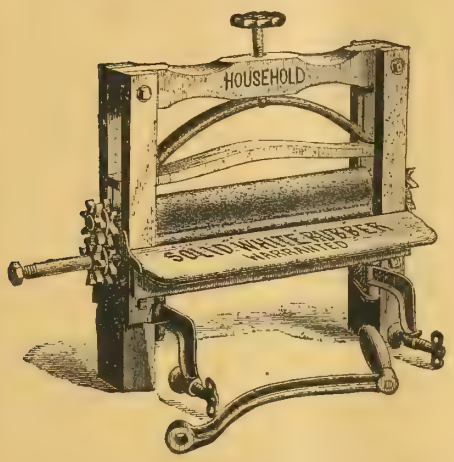
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The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

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The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

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QUALITY AND FINISH UNEQUALLED.

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Send size of wheels when ordering.

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OIL.

4 oz. Bottles		24s. 0d. per gross
2½ oz. „	...	18s. 0d. „
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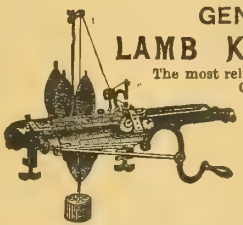
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Section

Before our next issue is due the Stanley Show will be over, opening as it does on the 22nd, and closing on the 30th inst. We understand from Mr. Lamb, the secretary, that this will be one of the best shows ever held, and that there will be several decided novelties. Among the latter is the Simpson chain, which is sure to attract great attention, and a collection of motor-driven carriages and cycles. In the gallery will be exhibited a number of sewing machines, and on the ground floor the Star Manufacturing Company will, as last year, make a fine display of perambulators and mail-carts.

They are now using rims of papier-maché in the States.

The Pneumatic Tyre Company will exhibit at the National Show a new form of valve, which is said to be free from the usual objections.

Messrs. Bradbury & Co., Limited, also the Vertical-Feed Sewing Machine Company, are exhibiting cycles at the National Show, Crystal Palace.

A wooden saddle is the latest thing in the States. The base is wood, and this is covered with green cow-hide, and finished with superior leather.

A brake which is fastened to the middle of the top tube, and which acts on the chain wheel, has been brought out in Germany; it can also be used as a steering lock.

The St. George's Engineering Company are only paying half the dividend they declared last year—5 per cent.—for reasons not unconnected with their recent law-suit against Mr. Kent.

The *Cycle Trader*, in its list of improvements wanted or 1896, includes, we are pleased to note, a head-clip which will maintain the handle-bar at right angles to the front wheel.

The Victoria Manufacturing Company, of Hanover Street, Glasgow, are introducing "self-suspending" pulley blocks, which can be attached to the ceiling, so that cycles can be raised out of the way either in private houses or in cycle shops or depots.

Of course, other inventors will be encouraged to work the chain motion for all it is worth. Mr. Harford, of South Shields, well known locally as a cycle and sewing-machine dealer, has already entered the lists, and claims to reduce the friction between the chain and the wheel-teeth about 50 per cent.

Mr. H. S. Roberts, the well-known cycle manufacturer of Deanshanger, Stony Stratford, informs us that he will exhibit his machines at the National Show, and hopes to see many of his old customers, in addition to opening new accounts, either for out-and-out sale or on Roberts's easy-payment system, whereby he takes all the risk.

We referred last month to the Simpson chain, which is being exploited in a rather mysterious way. We hear, however, that it will see the light of day at the forthcoming Stanley Show. In the meantime the financial arrangements are being completed. The Foreign and Canadian Company has a capital, we are informed, of one million sterling. Never, probably, was an invention so theoretically stupid, and yet command so much support from investors. As to its practical value we will say nothing at present, as no person is permitted to test it.

CELEBRATING THE "ROVER."

Last month Mr. J. K. Starley, the inventor of the "Rover," celebrated the tenth anniversary of the invention of this, the first, "safety" by entertaining a number of his friends at a banquet.

Mr. Shipton, in proposing the toast of the evening, said that the "Rover" was the first rear-driving machine constructed on rational lines. It was not a happy accident; it had been well thought out before being placed on the market, a fact which was proved by the principle being now exactly as when first introduced. It was, in short, correct in principle, and had undergone very few modifications, and it was marvellous that, at his first attempt, Mr. Starley should have introduced so complete and perfect a machine. He would point out, too, that the frame designed by Mr. Starley was, with a very slight modification, rendered equally suitable for adoption by ladies, and with a slight further modification the machine became a tandem or a triplet. He thought it would be a very long time before the principle of the "Rover" would be improved upon. It was an instance of the application of the power in the right place, and there was only one thing wanted to perfect it at its introduction, and that was the pneumatic tyre. He would point out that it was not until the rear-driver was introduced that cycling began to make headway with all classes. Our American cousins across the "pond," in their usual manner, claimed the credit for nearly every improvement of the present day; that, however, was all bosh. There were only two novelties which had been introduced from the United States which were in use to-day; these were square pedal rubbers and the hammock saddle, and he ventured to say that the cycle would be very much better off if the latter had never been invented.

Mr. J. K. Starley, in returning thanks, said it was with considerable thankfulness that he looked back upon the history of the "Rover." No one had more than himself to be thankful for its success. It was twelve years now since he first commenced to work upon the "Rover," but it was not until two years later when the memorable race was held that it began to take on with the public. It took a long time to cultivate opinion. Even his then partner, Mr. Sutton, could not believe that the machine could be properly steered, and was most favourably astonished at the way "Faed" managed the machine on the day of the race at Norman Cross. At that time there were varied opinions on the matter of machine construction, and manufacturers were vieing with each other as to who could turn out the largest number of patterns. He, however, took the bull by the horns, and confined his attention to a single pattern, and that the "Rover," because he thought he had made something which would last. He would point out that the position of the machine to-day was the same as he had first introduced it, which they would be able to see by the inspection of the machines ridden by Mr. S. Golder and Mr. J. Platt-Betts in the first and last fifty miles records accomplished upon this type of machine, which were both in the room that evening. He desired to say that the machine was not the result of an accident. He had carefully thought out every detail, and the correctness of his deductions was proved by the fact that cycling had increased by leaps and bounds from the day the "Rover" was introduced. Cycle making to him had never been the mere making of a bicycle. It was an interest to study the principles and forces entering into the question. Flying, floating, rolling, and carrying were the fundamental principles of a moving body, and cycling was an adaptation of the best form of rolling movement. It offered advantages never before dreamed of. When he introduced the "Rover" he had only one doubt about it, and that was whether the size of wheel was the best, but the introduction of the pneumatic tyre settled that question for him. He had been himself a rider since the sixties, and could trace its evolution in his own experiences. When the "Rover" was introduced a demand had already sprung up for safety bicycles, and most people were under the impression that the "Rover" was built as a safety form of machine and nothing more. If it had been so there would have been nothing in it, but he designed it as the most perfect form of bicycle that could be made. He believed the success which had attended its introduction fully corroborated his views. He considered driving by the front wheel was like cutting a horse in two, and putting its hind legs in front. Some people had in the past charged him with being a little behind the times. He could not, however, afford to be behind; he was ever on the look-out for something which would make the rider go faster and easier, and if he had not adopted every new fad which came out, it was because he had not yet seen that which he sought, so he preferred to adhere to the "Rover" as it was. He would like to remark, and it was a satisfaction to him, that in his business career he had never taken an unfair advantage of his competitors. He did not aim to be the greatest cycle-maker on earth, or to engage in the greatest number of new companies; he was content with his share of prosperity upon honest and straightforward lines. He owed many thanks both to the trade and riders for suggestions which they had made from time to time, and all he claimed for his share in the introduction of the "Rover" was that he had worked out the fundamental principles of a machine combining the greatest number of advantages with the least number of disadvantages, and he hoped if all were spared to live another fifteen years to be able to celebrate the twenty-fifth anniversary of its introduction, and to still see it leading the way.

CREDIT.

ITS ABUSE IN THE SEWING MACHINE BUSINESS, AND A FEW SUGGESTIONS ON CREDIT GIVING.

BY J. W. THOMPSON, IN "THE NATION'S PRIDE."

The sewing machine business, both wholesale and retail, is very largely a credit business, and to-day it is suffering most seriously from the effects of improper or over-crediting. There seems to prevail quite generally a feeling that sewing machine credits are different from any other, and that they do not come under the requirements of commercial credits. Many sewing machine agents and dealers seem to be possessed of the idea that a promise to pay at a specified time is only a matter of form, the fulfilment thereof being contingent upon ability to realise from the sale of machines, a surplus after paying other bills, &c.; and that honour, integrity and personal responsilibity are only indirectly connected therewith. This certainly indicates gross lack of knowledge as to what credit is, its relations to the business, and the causes which lead to a depreciation of credit.

Credit is Trust, and is based on confidence. Confidence is the result of assurance, and the degree of confidence is always in exact proportion to the satisfactory character of the information or experience which is the ground of assurance.

Credit is a Circulating Medium of Exchange.—The manufacturer or wholesale dealer sells on credit to the retail dealer, who in turn sells on credit to the consumer, the medium of exchange in each case being credit. Fully 90 per cent. of the financial transactions of to-day are based on some form of credit, so that it really becomes the cohesive element of business. The value of any medium of exchange is wholly dependent upon confidence or assurance of ability to realise according to intent or agreement. Destroy confidence by the apparent disregard of terms, and the medium of exchange is at once depreciated, if not fully destroyed.

Credit is a condition, and the elements of strength in each individual case are only equal to that of the weakest constituent part. Honesty, intelligence, money and good connections are strong elements, but when coupled with lack of experience or practical ability, the strength of the combination becomes contingent upon the latter, or weaker, elements. "No two credit problems have the same factors." When property is parted with, and in lieu thereof the buyer's written or oral promise to pay is received, the matter of greatest importance to the seller is, will the buyer pay promptly at the time specified, or will this promise to pay at a certain time be promptly discharged? The decision must be made before selling, and the proper exercise of discretion on this point is called credit giving. The success of any business involving a large amount of credits is contingent ubon the proper handling of credit giving.

Has there not been great laxity in "credit giving" by both manufacturers and retailers in the sewing machine business? Has not the business greatly deteriorated because of this laxity? Seemingly the situation has degenerated into something like this: "My competitors are doing so-and-so, and I must do the same or go them one better, in order to hold my own." When and where is this unbusinesslike method going to stop? When will "quality" and not "quantity" be the controlling requirement in the sewing machine trade? Until that time there will not be any permanent or assured prosperity. The slip-shod, go-any-way style of disposing of sewing machines, and the pay-when-you-please method of collecting must be relegated to the past, and credit giving handled in a businesslike manner same as in any well-conducted line.

The question of credit is therefore of the greatest importance, being paramount to all others connected with the sales department. "Goods well sold are half paid for," is a truth beyond question.

The following fundamental principles underlie credit given in every business, and are particularly applicable to the sewing machine trade. When determining the question of credit, *the first thing* to consider *is the man.* Information on this point, in both the wholesale and retail sewing machine trade, is almost wholly in the hands of the salesman, because he is usually the first, and often the only one who comes in personal contact with the buyer. Being on the ground he has access to sources of information not available elsewhere, and his reports are therefore of first importance in determining the desirability of a credit. In passing upon credits the following points cover the principal requisites:—

1.—Character and Habits.—Character is the individuality of the man, which distinguishes him from others. Habits are the fruitage of character, and the man's habits are always in accord with his character.

2.—Business Ability.—Ability organises a business, keeps it in good working order, adapts it to the ever changing requirements of conditions, and is the motive power which keeps the machinery in operation.

3.—Industry.—This is the steady application of business ability, which makes the organisation most effective and continuous in its operations.

4.—Honesty.—This is the corner-stone upon which the whole superstructure of a business enterprise rests. Honesty of purpose and actions; honesty in meeting obligations and agreements promptly; honesty in representing the qualities, capacity and merits of a machine, and so on.

5.—Age.—This is a very important item in determining possible success. An eminent writer on this subject has said: "After a man has passed the prime of life, our confidence decreases in the ratio of his advancing years and consequent decline of vitality and active usefulness." If the best part of a man's life has shown no fruit, what can be expected of him in old age?

6.—Married or Single.—A man's home and social relations have an important bearing on his financial responsibilty. The difference in conditions surrounding two men often causes the greatest difference in ambitions and results. "Our whole social and commercial fabric is based on individual efforts and desires of each man to raise his family to the highest degree of independence and respectability."

7.—Economy.—This is the regulator which controls the outlay and adjusts expenses in proportion to the income from the profits of the business.

8.—Experience.—Experience produces skill. Experience begotten of success creates confidence. "It is always a matter of speculation how an inexperienced man will come out in an undertaking."

9.—Antecedents.—Antecedents are the records of past life, and delineate honesty, punctuality, reliability, industry, and ability, with almost unerring accuracy.

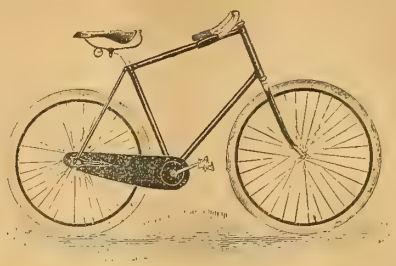
The next class of considerations pertain to the Business.—Their application is more pertinent to the extension of credits to dealers than by retailers to the consumer; however, there are points which will be suggestive to the retailer, and aid him in passing upon the desirability of a customer for credit.

1.—Nature of Business.—This involves degree of risk, seasonableness of goods carried, convertibility and terms of sale. By degree of risk is meant whether the business is one involving much risk in its conduct. By seasonableness of goods is meant whether the business is one in which certain kinds of merchandise can only be sold in a particular season, which, of course, gives opportunity for large depreciation by going out of style, becoming shopworn, &c. By convertibility is meant whether the goods can readily be converted into money in case of financial pressure or failure. By terms of sale is meant whether the business is done on credit, or what proportion of it is done that way, the character of the credits, promptness in looking after collections, &c.

2.—Location of Business.—Under this head comes the adaptation of the location to the requirements of the business, and the prevailing conditions which affect trade; whether in a manufacturing district, mining region, farming community, city, &c. The bearing of these points will be readily seen and appreciated. A man might be in a good line of business, but if in a poor location for realising, according to the requirements of his capital, or if his line is not adapted to the location, in either case there would be a poor show for success.

3.—Capital.—Money pays bills. Money is requisite for the conduct of any business; but the question of the amount in any case to insure safety is a matter of speculation. When goods are sold on credit, the creditor relies on the ability and honesty of the debtor to increase their value, but for his safety he also requires that th debtor furnish part of the capital, and the larger th

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VERTICAL FEED SEWING MACHINE.

Proved by the highest standing in the trade for 30 years. The only Sewing Machine that feeds the work while the needle is through the goods, preventing all puckering or gathering, and producing a strong, handsome and elastic seam without basting—an impossibility on any other machine made, our own underfeed not excepted.

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ADVANCE SILENT RUNNING SEWING MACHINE.

Positively the lightest and quietest shuttle machine ever produced, and possessing the same high standard of excellence in quality of material and workmanship that has always been a feature of our product. It has no superior among underfeed sewing machines, and offers many points of advantage over each.

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We offer exceptional advantages to responsible dealers who desire to establish the reputation of handling reliable goods and build up a permanently profitable trade.

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proportion is to the credit asked the better it will be for both parties. In passing upon this point it is necessary to have determined beforehand whether or not the applicant for credit possesses the essential personal qualifications to success.

4.—Volume of Business.—The main point to be determined under this head is the proportion of capital to the amount of credit asked for and given in the conduct of the business.

5.—Assets.—This item is complicated, and requires the best of judgment, backed by experience, to properly ascertain the relative value, as a basis for determining credits. Its consideration involves the possible amount of depreciation in case of forced realisation, shrinkage on account of bad debts, the probable expense necessary to convert the assets, outstanding liabilities, and how much of them are overdue, the success of the business, &c. A man who owes as much, or nearly as much as the amount of his assets, is not a safe man to deal with as a rule, and sooner or later, in nine cases out of ten, will result in failure. When considering real estate as a part of the assets, look out for over-valuation, and mortgages or liens on property. Also consider the amount allowed for a homestead under the statute of the State. A homestead is not capital.

6.—Insurance.—This is often an important item in determining the desirability of a credit. Every debtor should always be fully insured.

Look out for the man who is not particular about the price he pays, or how much he buys, but always says, "Give me the longest time you can." Be very careful about giving credit to a man who, after you have carefully looked over his financial condition and decided that it does not warrant the extension of the credit asked for, undertakes an argument to convince you that he is worthy of credit. When there is doubt it is always best to consider the credit asked for as so much cash loaned, and on that basis decide the question whether or not you would want to take the risk personally for that amount of cash. When there is doubt about any point involved in determining a credit, a pretty safe thing to do is to give the business the benefit of the doubt and not the man.

There are many men in business who rank among the very best in all the personal essentials of success and desirability for credit, and yet have but little capital. In such cases it is best to exercise care until the foundations of confidence are fully established. If a man does not inspire confidence he is apt to be an undesirable customer.

These points on credit are thrown out merely as suggestions, in the belief that a careful consideration of them will be profitable alike to manufacturers, wholesale dealers, and retailers. This is certainly an opportune time to adjust lines of credit, elevate the standard of quality, and eliminate the undesirable. The universal sentiment of the business is undoubtedly in that direction. How many will have the courage of their convictions?

CURIOUS CASE AS TO A ROCKING HORSE.

In the City of London Court, on the 28th ult., before Mr. Commissioner Kerr, the case of "Hutchins & Co. *v.* The North London Engineering Company" was heard. The plaintiffs, of Queen Victora Street, sought to recover the sum of £5 against the defendants, of Caledonian Road, N., in respect of the detention of a rocking-horse. Mr. Joseph Davis, defendants' solicitors, said the plaintiffs had already sued a Mr. Trevannon, who traded as the North London Engineering Company, and judgment had been recovered in that Court. He therefore asked that the action should be struck out, and that the plaintiffs should be directed to pay the defendants treble costs as provided by the County Courts Act. The witness who appeared for the plaintiffs said that Trevannon had left the company. Could he not get justice? Mr. Commissioner Kerr said the plaintiffs had already recovered one judgment against the defendants. No one was allowed to sue a man twice over and get judgment for the same thing. If he did he must pay the penalty which the law imposed of paying three sets of costs. He must strike out the case and allow the defendants treble costs. The plaintiffs' witness left the Court apparently much surprised.

THE SHOP HOURS ACT.

An announcement in some of the newspapers that the Shop Hours Act of the last session has come into operation has led to inquiries as to the nature of the Act, and what fresh obligations it imposes. The statement, says the *Warehouseman and Draper*, is altogether misleading. The Act referred to received the Royal Assent in April last, and came into operation at once, though it merely corrected an oversight in the existing Act and did not expand its scope. It passed both Houses of Parliament without giving rise to any discussion, and attracted but little notice in any quarter. Clause 4 of the Shop Hours Act, it will be remembered, provides that "In every shop in which a young person is employed a notice shall be kept exhibited by the employer in a conspicuous place referring to the provisions of this Act, and stating the number of hours in the week during which a young person may lawfully be employed in that shop." Curiously enough, however, there is no penalty named for non-compliance with this provision, and in one or two cases in which shopkeepers were prosecuted for not exhibiting the required notice the magistrates found themselves powerless to enforce the law. The Amendment Act of last session cures this defect by enacting that "If any employer fails to keep exhibited the notice required by Section 4 of the Shop Hours Act, 1892, in the manner required by that section, he shall be liable to a fine not exceeding forty shillings." That is all, and how it came to pass that the omission in the original Act was not detected when it was under discussion in Parliament we do not know. To some of our readers this will be, of course, ancient history, but there are others who have apparently forgotten the facts. Possibly the talk about Sir John Lubbock's Early Closing Bill and the factory legislation of the Government have confused matters in their memory.

That the Early Closing Bill should have been amongst the Parliamentary wreckage consequent on the defeat of the Government and the consequent dissolution need not give anybody much concern. It was a poor thing from every point of view, and it is surprising that such a feeble measure should have awakened enthusiasm in any quarter. We do not favour early closing legislation in any form, believing that it is quite a mistake to say, as some people do, that voluntaryism is "played out." If, however, we are to have an Act of Parliament on the subject, it should be something more worthy of respect than Sir John Lubbock's Bill, which seems to have been drafted for no earthly purpose but to serve as a precedent for more stringent legislation at some future time. It is presumed that the Bill will be revived again in the next session, but what reception it will meet with it is at present almost impossible to guess. In the last Parliament had the session not been cut short there was some likelihood of its passing. Whether it will or not be accepted by the new House is, as we have already suggested, a matter of the very smallest importance, except as a precedent. We doubt whether if it became law it would have as much effect even as a resolution of Parliament simply affirming the desirability of a general shortening of the hours of business in shops.

It is a great pity that it should be so, but we are afraid the advocates of early closing are still a long way off the full fruition of their hopes. They have much cause to rejoice over the progress already made. It is very doubtful whether we are sufficiently conscious of the immense improvement that has taken place during the last half century, and even in more recent times. It would be worth while occasionally to recall the former condition of things and contrast them with the present for the purpose of seeing the advance that has been made. The retrospect is full of encouragement; but there is not less to be done in the future, and it will not be accomplished in a hurry. The general public will have to be further educated, and the process is a tedious one. After all that has been done and said, the great mass of the people are even yet unconscious of the terrible mischief that is done by overlong hours of business, and people who leave work at a reasonable period of the evening too often forget the claims of those who are chained behind the counter long hours after they are released. When they do give their less fortunate fellows a thought, they are apt to think only of the inconveni-

ence they suffer, and do not remember how bodily health is broken down for want of rest and recreation, and how frequently the prolonged strain of business means premature decay and death. How often have we not heard the remark, "Oh, I don't want them to keep open for me. I suppose it pays them to do so, and if they are open I may just as well get what I want." "Pays!" One is inclined to ask, "Whom does it pay?" Not always and not often the employer—the assistant never. There is this much importance in such remarks, however, that they remind us how greatly the education of the public in the matter of early closing is in the hands of the shopkeeper himself, and upon employers must rest to a large extent the moral responsibility for doing so. It is only fair to say that amongst the public there is a very different feeling on the subject of early closing now than that current in the early years of the movement. The shutting of shops at a more reasonable time or the half-holiday closing is not resented as it used to be, and this of itself is something to be thankful for; it makes the further task a little easier. That task is to change the simple acquiescence into an active desire for, and advocacy of, an early closing on all the days of the week, until it shall be universally recognised that the tradesman who keeps open until a late hour is guilty of an offence against society which is not to be condoned. When that state of public opinion has been arrived at an Early Closing Act will be superfluous. Until there has been a much closer approximation than is likely to be reached this century, at all events, such an Act will be ineffective.

Patents.

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

17,386. I. Harris, improvements in children's mail carts, bassinette carriages, and the like.

17,822. A. Legg and F. H. Treacy, improvements in sewing machines.

18,057. W. Bretland, 98, Bold Street, Accrington. An improved self-feeding sewing machine shuttle.

18,288. A. G. Brookes, a communication from The Champion Button Hole Machine Company of United States. Improvements in button-hole sewing machines.

18,319. J. J. Adgate, improvements in jacks for knitting machine needles.

18,320. J. J. Adgate, improvements in and relating to cam cylinders, and cams of knitting machines.

18,321. J. J. Adgate, improvements in wet thread knitting machines.

18,465. W. W. Inslee, a communication from The Singer Manufacturing Company, of Germany. Improvements in sewing machine cutting and hemming attachments.

18,501. W. P. Thompson, a communication from E. K. Warren, of United States. Improvements in or appertaining to sewing machines.

18,524. H. Kinsey, Robin Hood Works, Bellevue Street, Swansea, improvements in handles for mail carts.

18,542. J. B. Hoskins, improvements in shields or protectors for knitting-machine needles and like appliances.

11,560. S. T. Fawcett, D. Simpson, and J. J. Simpson, improvements in or connected with children's carriages.

18,712. W. Bowden, 13 Swan Street, Manchester. Improvements in tuck sewing machines.

18,579. G. Colledge, improvements in the method of threading needles required for hand sewing.

18,872. J. W. Mackenzie, a communication from the American Special Machine Company, Limited, of United States. Improvements in sewing machines.

19,129. C. Gilbert, improvements in circular rib-knitting machines and fabrics produced thereon.

Abstracts of Specifications Published.

Price 8d.

18,029. *Sewing Machines*, F. H. Dodson, of Rugby. Dated September 22nd, 1892.

Relates to improvements in sewing machines for producing letters, marks, or other fancy stitching, and chiefly intended for the repeat production of single, double, or triple, &c., letters upon strips or tape, but may be used for other similar purposes.

19,599. *Cutting Apparatus applied to Embroidering Machines.* E. Cornely and R. Cornely, both of Paris, France. Dated October 15th, 1894.

The apparatus is employed for cutting the upper layer of cloth, according to the ornamental embroidery seams, by means of which the layer has been sewn on to an under layer of cloth. The cutting apparatus comprises a universal feed motion, furnished with a fixed knife capable of being turned, and by a crank-handle movement, the whole being arranged in such a manner that the material is pushed against the cutting-edge of the knife by means of the feed mechanism at each revolution of the machine. A screw adjustment is employed for effecting the requisite height of the knife.

19,969. *Sewing Machines.* J. White, of Wellingborough. Dated October 19th, 1894.

Relates to improvements in power and transmitters specially applicable for sewing machines, and consists essentially in operating by means of a cam surface operated from the pedal lever, the lever putting the transmitter in gear and applying the brake to the machine when released.

13,580. *Sewing Machines.* J. F. Johnson. A communication from the Philadelphia Barring Machine Company of New Jersey, U.S.A. Dated July 15th, 1895.

Relates to that class of machines employed for "barring" button-holes or for forming a "back" or group of stitches where the two edges of the material to be sewed meet or overlap as in shoe uppers. One object of the invention is to effect the automatic cutting of the needle-thread on the completion of each group of stitches so that the subsequent trimming is rendered unnecessary. A further object is to effect the automatic release of the work after each group of stitches is completed, so that it can be readily removed to its new position.

United States Patents.

Issued and Dated September 10th, 1895.

545,882. C. Frederick, Elizabeth, N.J., sewing machine.

545,924. J. Vannette, Tiffin, Ohio, sewing machine.

Issued and Dated September 24th, 1895.

546,670. A. Laubscher, Bridgeport, Conn., ruffler for sewing machine.

546,768. A. Legg, Allendale, N.J., sewing machine.

Issued and Dated October 1st, 1895.

546,982. J. J. Adgate, Liberty, N.Y., take-up mechanism for knitting machines.

546,983. J. J. Adgate, cam cylinder for knitting machines.

546,984. J. J. Adgate, jack for knitting machine needles.

546,985. J. J. Adgate, cam cylinder for knitting machines.

546,986. J. J. Adgate, needle jack.

546,987. J. J. Adgate, take-up for knitting looms.

547,046. F. E. Tallant, Minneapolis, Minn., binder for sewing machines.

547,099. E. K. Warren, Three Oaks, Mich., sewing machine attachment.

547,169. A. Johnson, Brockton, Mass., work-clamping and channel-cutting device for sewing machines.

547,193. H. O. Witherell, Philadelphia, Pa., knitting machine.

Issued and Dated October 8th, 1895.

547,632. W. F. Dial, Bridgeport, Conn., sewing machine.

547,673. C. McNeil, Chicago, Ill, trimming knife for sewing machines.

547,675. L. Onderdonk, Boston, Mass., sewing machine.

547,676. L. Onderdonk, feeding machanism for sewing machines.

547,684. J. Schiesser, Radolfzell, Germany, circular knitting machine for tuck-stitch goods.

A SUGGESTED CYCLE CO.'S PROSPECTUS.

One of our subscribers recently received a prospectus of a new Cycle Co., and he has somewhat re-drafted it and sent it on to us as follows:

This company will, it is hoped, keep going the concern of ———— and take over his old stock of tools, machines, and bad debts.

The vendor has been knocking up cycles (from Birmingham parts) in his back garden at ———— for the past ten years, and ventured on taking a shop at ———— three years ago, putting out a number of cycles on easy payments. But the time has arrived when he can no longer purchase the necessary tubes and tyres on tick, so that he is obliged to develop the business or bust.

The profits should be enormous, for although the vendor started on nothing, he has filled up all the back garden with out-of-date lumber, and been let in over the lease of his shop, besides having lived comfortably on the takings for ten years. There should thus be a good 10 per cent. profit for the company, and every prospect of seeing the principal no more.

The old canvassers having become too greedy, it is proposed to open two or three shops in back streets not yet overdone. The company can then be got at by the demon Scorcher direct, and so bag the 5s. deposit usually nabbed by the tally josser, thus stealing a march on the rival shop higher up.

The nobility and gentryof ———— and England prefer these cycles to the best Coventry make, and several fishy orders from Antwerp, Hamburg, &c., have been executed and never heard of again. They have been shown alongside other home-made specimens at the Stanley and C.P. shows, and the press toffs said they were bothered if they could see any difference, after the usual "luncheon." Several cycles made by this house (and back garden) have been run in for storming ———— Bridge on Sundays, and the repairs brought in at times speak of their doings on the war path.

Several machines wanted at once (payable at 5s. per month whilst the fine weather lasts), making things hum a bit; part of the garden at ———— has been covered with some sheet-iron, an old water tank has been added to save on the plating account (outside credit stopped), and the old cucumber frame has been turned into an oven for the enamelling, so all goes well now.

The vast but ancient looking premises at ———— (see tableau) were taken on lease at an absurd rental, considering the repairs, but the first floor was eventually let off to an electric firm.

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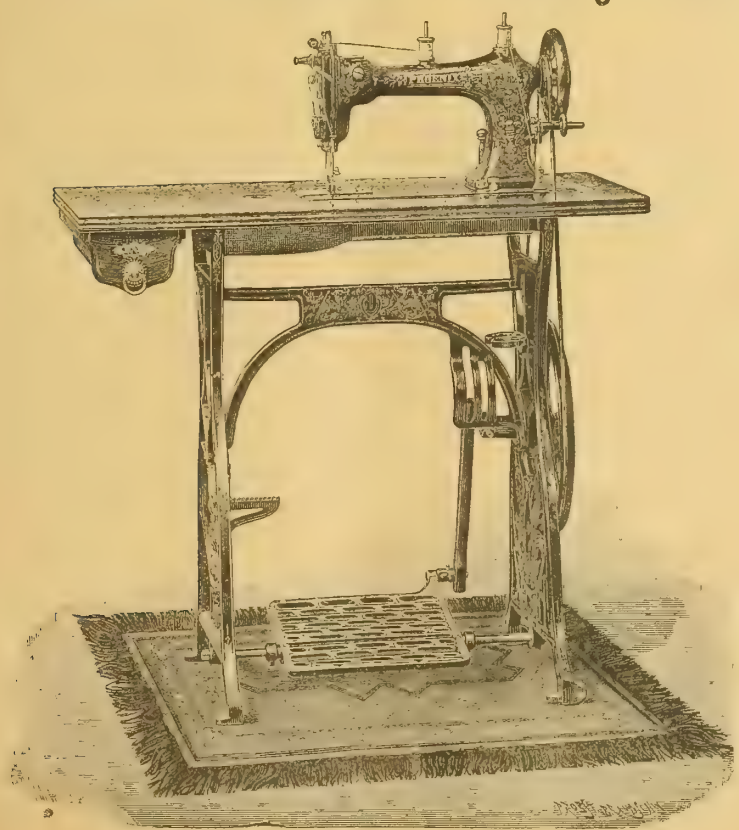
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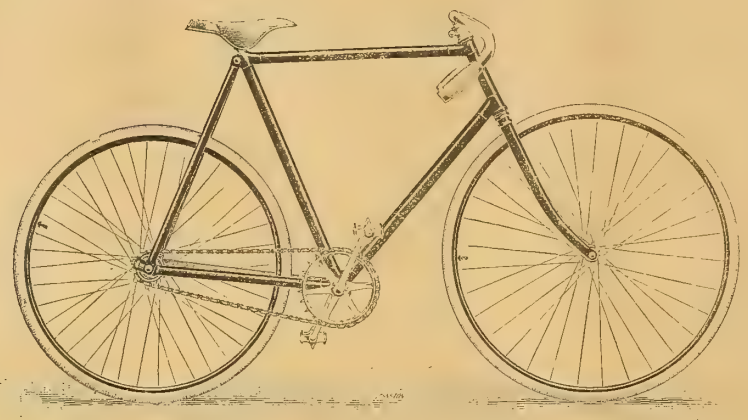
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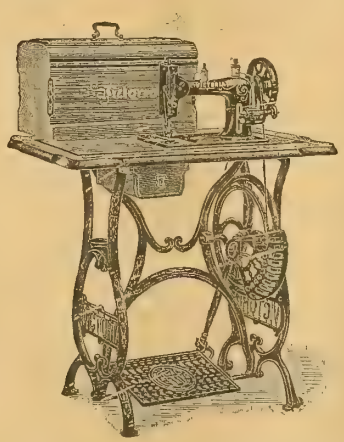
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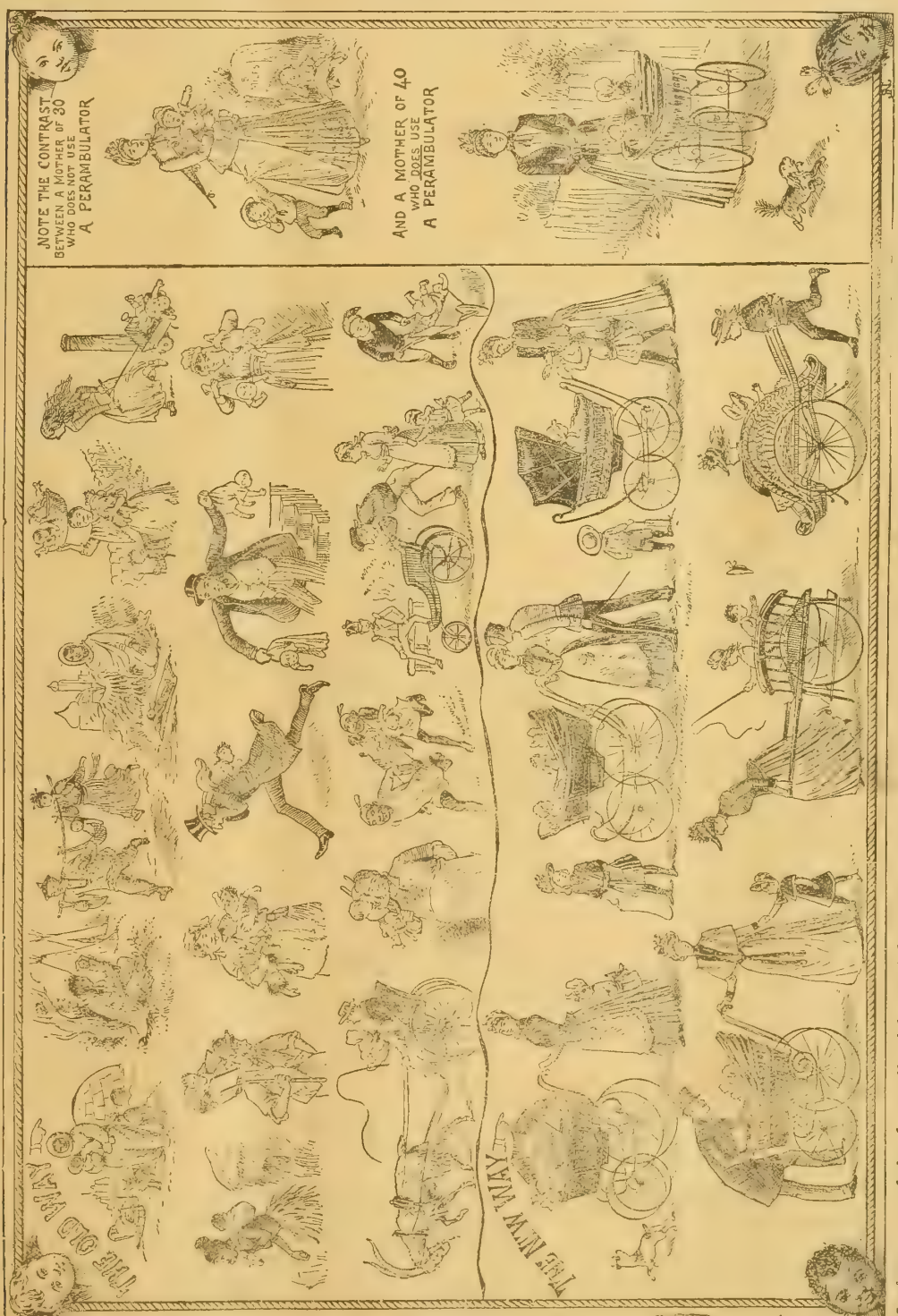
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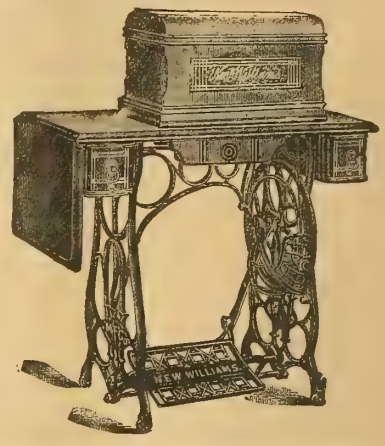


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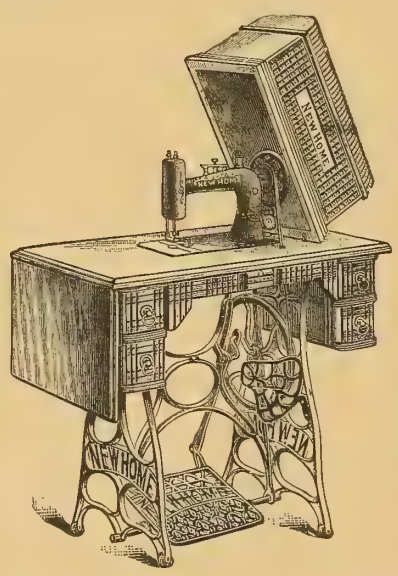
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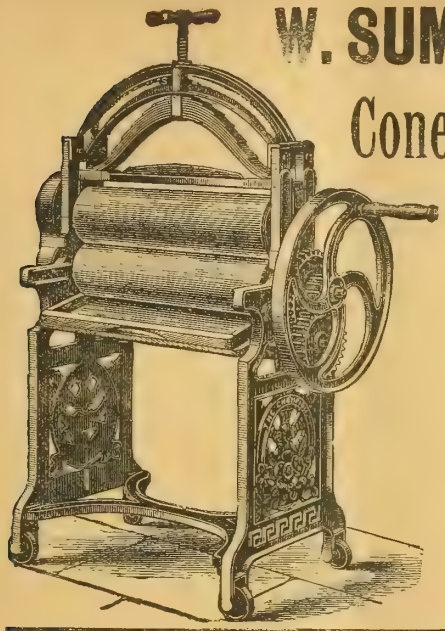
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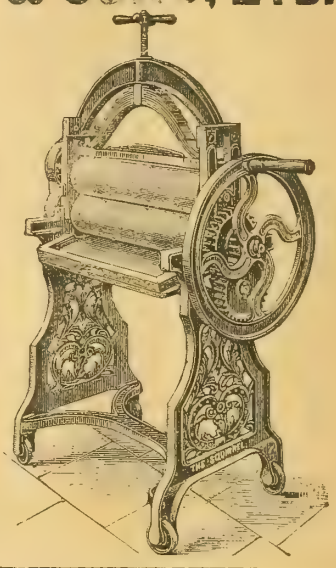
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The following are a few who are using and selling my specialities:—Messrs. Parker, Thompson, Simmons, Star Company, Wells, Poole, Barnfield, Littlewood, and others. All applications must be addressed,

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(See page 36 for other advertisements.)

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Trade Information.—We are always pleased to be at the service of our readers by supplying them with the names of manufacturers, &c. All we ask is that they enclose stamp for reply.

Replies to Advertisements.—We request that readers, in replying to advertisements in our columns, will mention our Journals as the source of their information.

In Writing to Us.—Please address all communications either "Publisher," or "Editor," at the address given below.

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List of Cycle and Domestic Machinery Dealers.—We keep at our office a complete list of the trade for the benefit of manufacturers.

Non-subscribers.—Will these please take the receipt of a free copy as an invitation to subscribe?

Local Papers.—Many of our readers are kind enough to send us copies of their local papers whenever they contain anything of interest to the trade, and for this we are deeply grateful. Would *all* our readers do likewise?

SEWELL & Co., Publishers.

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Editorial Notes.

The Singer Action.

During the past month another trial has taken place on the subject which, from its start, has embittered the relationship between the members of the sewing machine trade—we refer, of course, to that of trade name. We give our readers a verbatim report of the proceedings as we did in the Spence action, and we only propose at the moment to glance at the result, leaving our report to speak for itself.

Mr. Justice Romer has within the past thirty months tried three trade name cases of interest to the domestic machinery trade, viz., Spence, in July, 1893, St. George's, in August last, and now that of Singer *v.* King's, just decided. In each case the question which he asked himself was simply this: Is there evidence of fraud, and if so the plaintiff is entitled to succeed. It is clear, therefore, that these trade name cases succeed or fail according to the nature of the evidence. In the Spence case Singer's succeeded because there was overwhelming evidence that the defendants laid themselves out to attract to their shop customers who would have purchased of the Singer Company had they not been deceived by the defendants into thinking that Spence & Co. were selling machines made by the Singer Company. In the St. George's case there was no evidence of fraud, and in the case just decided Singer's lost, and rightly so, because they were unable to prove the one thing needful—fraud.

It is well for us to point out here to prevent misconception that the question as to whether or not the name Singer can be used as a descriptive title or in any way whatever was not raised by the defendants, who simply said, "we deny having used the word 'Singer,' and the Singer Company failed to prove that King's had used the name. That is the whole case in a nutshell.

Costs of Bankruptcy.

We have before us a statement of affairs in *re* Falahee, which several of the creditors consider most unsatisfactory. The receipts were from stock, £86 14s.; and book debts, £107 3s. 6d., or a total of £193 17s. On the expenditure side advertising, printing, and the expenses of the sale, which was by tender, are given at £7 2s. 8d.; "solicitor's costs, preparing, and registering deed, &c., £21 1s."; "Board of Trade fees, postages, stationery, and incidental outlay, £6"; "Trustee's remuneration, £12 12s.," or a total of £46 15s. 8d. Thus to realise £193 cost no less than £46, which includes two items, £21 1s. and £6, which we really cannot understand. In another failure where the amount realised and the trouble involved were almost identical, instead of £27 1s., the whole of these costs amounted to £5. There is thus, apparently, a needless expense of £22, which would have meant to the creditors 1s. 6d. instead of 1s. 3d. in the pound which the trustee has paid to the creditors. The extra dividend is a trifle, but it is the principle, of course, with which we are at present concerned, and the question is, has the trustee any justification for having charged the larger sum? We shall not further comment on this matter until our next issue, and in the meantime will be pleased to hear what the trustee has to say on the subject. Another failure, that of Massey, of Dublin, reported in our present issue, is also most unsatisfactory to the creditors. Under the present system, no office, perhaps, is so much open to abuse as that of a trustee under an assignment, and it is therefore eminently desirable that where the interests of the creditors have been duly considered, the parties interested should be made aware of the fact in the interest alike of trustee and creditor.

THIRTY-FOUR YEARS AGO.

Now that the sewing machine has become the foundation of the modern process of shoemaking, the following, says the *Sewing Machine Times* of New York, from the History of American Manufactures, written in 1861, has a strange sound:—

"At this moment, in progressive England, where labour-saving appliances have so enlarged the area of useful industry, and promoted the comfort of all classes, the boot and shoe manufacturing districts of Northampton and Staffordshire are trembling in apprehension of popular violence upon the attempt to introduce the sewing machine in that business."

Referring to the state of American manufacturers in 1860, Bishop says:—"Sewing machines were made in seventy-four establishments, to the number of 111,263, of which the value was four and a quarter millions, the larger part being in Massachusetts, Connecticut, and New York, although they were produced to some extent in twelve States."

DRIVING MACHINES BY SQUIRREL POWER.

The *Sewing Machine Times* calls attention to a new form of power for driving sewing machines which is now in use by Mr. T. J. Frank, agent for the White Sewing Machine Company at Marquette, Michigan. This ingenious agent desired to run a sewing machine in his shop window by power, but did not wish to go to any heavy expense. He accordingly hit on the idea of attaching to the White machine a small wire drum, in which he imprisons a brown squirrel, who, as becomes his class, revolves the drum, treadmill fashion, and thus operates the sewing machine. Naturally, this squirrel power attracts much attention from the public, and indicates to the onlookers that the machine must be exceedingly light running.

REMINISCENCES OF A MACHINE REPAIRER.

TO THE EDITOR "SEWING MACHINE GAZETTE."

SIR,—I see the *Sewing Machine Gazette* for November gives the account of the death of Mr. Grover, who was partner with Mr. Baker, sewing machine maker. It is twenty-nine years ago since two of their machines came to Glossop. A cousin of mine, a woollen draper by trade, was asked to try and sell them. He sold one to his sister, and the other my mother bought. His sister taught me how to sew with it, and I, the same as other boys in these days, wanted to see how it was made. So, one Saturday afternoon I took it up into the attic, unknown to my mother, and I pulled it all to pieces. Fifteen years old I was at that time, and when I got it all to pieces it was about half-past nine on a Saturday night. Well, my mother thought I was lost or had run away from home; the other members of our family were all going to bed when they discovered a light in the attic. My mother was informed of the light, and up she came. Well I got a good boxing, and she was much annoyed, and well she might be, for we were only poor, and she had just given five pounds for the machine. But, however, I told her if she would let me I would put it all right again before I went to bed. So I started, and I had just finished it at two o'clock on Sunday morning, and I showed her it would sew again.

Now, sir, ever since, I have never been fast with a sewing machine, and both my mother's and my cousin's machines will sew to this day. So you see I have been in the sewing machine repairing business twenty-nine years, but I only do them in my leisure hours.

Yours truly,

RUSHFIRTH HEAP.

20, Sheffield Road, Glossop,
November 19th, 1895.

In the High Court of Justice.

CHANCERY DIVISION.

Royal Courts of Justice, Monday, November 4th, 1895.

Before Mr. Justice ROMER.

THE SINGER MANUFACTURING COMPANY v. KING'S UNIVERSAL SUPPLY, LIMITED.

Transcript from the Shorthand Notes of Henry H. Tolcher, 7, Quality Court, Chancery Lane, W.C.

Counsel for the Plaintiffs: Mr. BYRNE, Q.C., M.P., Mr. E. W. BULLEN, and Mr. W. RUSSELL, instructed by Mr. Gilbert Dyke Wansbrough. Counsel for the Defendants: Mr. HOPKINSON, Q.C., M.P., and Mr. RUFUS ISAACS, instructed by Mr. H. E. Tudor.

FIRST DAY.

Mr. Byrne: May it please your Lordship. I appear in this case, with my friends Mr. Bullen and Mr. Russell, for the plaintiffs, who are the well-known Singer Manufacturing Company. The action is an action complaining of the sale by the defendants of their goods in such a way as to induce the purchaser to believe they are the goods of the plaintiffs. As to a substantial part of the case, I believe there is no real contest. The contest will turn on whether the acts we complain of were done, or were not done.

Mr. Hopkinson: That appears to be so, no doubt.

Mr. Byrne: I mention that now, because possibly we shall be able to shorten a good deal of the evidence. In view of the fact which your Lordship had before you about two years ago, the case of The Singer Manufacturing Company *v.* Spence, I do not think my friend will put on me to prove facts with reference to the general view to be taken of the word "Singer," but will accept the *prima facie* meaning of the term as being goods manufactured by the plaintiffs.

Mr. Hopkinson: When your Lordship's judgment in that case is read I do not wish to contradict the facts of that judgment as to the meaning of the word "Singer," and I will take it that in this case what your Lordship there said with reference to that would be applicable. I do that without making any formal admission.

Mr. Byrne: Yes. When I read it you will tell me what you admit.

Mr. Justice Romer: Just give me that again.

Mr. Byrne: Yes. That the word "Singer," *prima facie* applied to a sewing machine, denotes goods of the plaintiffs' manufacture.

Mr. Hopkinson: To a large portion of the public, at all events.

Mr. Byrne: Yes, I do not want to extend it beyond your Lordship's judgment in Spence's case.

Mr. Hopkinson: Certain qualifications are given by your Lordship.

Mr. Justice Romer: Is that a reported case?

Mr. Byrne: I have a verbatim copy of the proceedings and of the judgment, but I am told by my friend it is reported in the *Times Law Reports*.

Mr. Hopkinson: Yes, volume 9, page 537.

Mr. Byrne: That case depended, as this case does not, a good deal on documents and advertisements. In giving judgment, your Lordship said: "The plaintiffs, the Singer Manufacturing Company, are commonly referred to and addressed, and known shortly as 'Singer's.' They are very large and extensive manufacturers and vendors of sewing machines. They advertise their machines largely, and at great expense, as 'Singer's,' and I am satisfied that their machines do enjoy a high reputation in the market under that designation. The trade mark put by them on their machines contains the word 'Singer.' On every machine sold by them the word 'Singer' is put by itself. 'Singer's' or 'Singer' is their trade name, and it has a considerable reputation, which is of the utmost importance to them. They sell direct to the public, and apparently not through wholesale dealers, as most large manufacturers do. Now, the first question that arises in this case is what is understood to be meant by the words 'Singer's' or 'Singer sewing machine.' Taking the evidence as a whole, I come to the conclusion that Singer's machine, or 'Singer' machine *prima facie*, and to a large portion of the public, denotes a sewing machine manufactured by the plaintiffs, as distinguished from other manufacturers. With regard to the term 'Singer's,' there is really very little room for doubt, even on the defendants' own showing." Then your Lordship refers to the evidence on that head, and you go on, "As to the term 'Singer' machine, though no doubt it may under some circumstances and with a context, and especially to manufacturers and dealers or to those well acquainted with the defendants' manufacture convey the meaning only of a machine made on the 'Singer system' or 'Singer principle,' without regard to manufacture, yet on the whole evidence before me I come to the conclusion that *prima facie* standing by itself, to a large portion of the public, it does convey the meaning of a machine manufactured by the plaintiffs and by them alone. No doubt, as I have said, to many the term 'Singer' machine may convey, under certain circumstances, a different meaning. No doubt, in specifications of certain patents, I find the term 'Singer' machine referred to under circumstances which may show that the patentee is referring to a type or to a system; but in those cases it has to be borne in mind that the specifications are addressed chiefly to manufacturers, and that the context of the specifications might well show in those cases—and would show—that they are referring to a system and not to a particular manufacture. So the term has no doubt been used in the *Sewing Machine Gazette* with regard to a system or a type. But with regard to that *Gazette* it is to be noted that that passes almost exclusively in trade circles. Also in a few private trade circulars and documents issued by dealers the word 'Singer' may be used with reference to a type or a system, and not to the plaintiffs' manufacture. But I am bound to add that it is not every case to which my attention has been called on behalf of the defendants of a user of the term 'Singer' in trade circulars that I consider the user at all justifiable. On the contrary, I cannot help thinking that many of those circulars and documents are in themselves fraudulent, and show a fraudulent intention when they use the word 'Singer' as they do. I do not think I am called upon, or that it would be useful for me to discuss the evidence in detail, which has led me to this conclusion as to the *prima facie* meaning of the term 'Singer' machine, but it is certain that the English manufacturers all appear to be very careful not to use the term 'Singer' as applied to sewing machines, except with a context or under circumstances which would make it clear in most, if not all cases, that they are referring only to a system or a type of machine."

Mr. Justice Romer: Yes, I think I follow it. You need not go all through it. It is clear it may by a context be used in some other way.

Mr. Byrne: Yes. We say it has been in the present case used without sufficient context as clearly to show the purchaser that the goods were not the goods of the plaintiffs.

Now, my Lord, I will take the pleadings. The statement of claim in the first four paragraphs is admitted. They relate to the constitution and formation of the company. Paragraph 3 alleges that in the year 1863 the company was formed as successors to the business of I. M. Singer & Co. All that is admitted. At the end of paragraph 4 it states that "After the plaintiff company was formed the said Isaac Merritt Singer continued to take an active part in its business, and the company acquired the reputation that attached to his name, and the machines manufactured by the plaintiffs acquired and have always retained a very wide and favourable reputation by reason thereof and of the superiority of their manufacture." All that is admitted. Paragraph 5 is not admitted—"From the time when the said business was started down to the present time the sewing machines manufactured by the said firm of I. M. Singer & Co. and their successors in business have been always described and advertised and sold under the description of 'Singer' or 'Singer's' machines, and the said company have never at any time authorised any person to make use of the said name of 'Singer' as applied to sewing machines not manufactured by them." I suppose as far as that allegation is material to the present case that is covered by the judgment in Spence's case.

Mr. Hopkinson: Well, there is not much difference, I admit, but I think we had better take the judgment.

Mr. Byrne: Very good. "During the period aforesaid" (this is admitted) "the owners for the time being of the business have made and sold a great variety of sewing machines widely and essentially differing from each other in construction." The first part of paragraph 7 is admitted down to the last sentence: "Not one such sewing machine has ever been patented in this country in its entirety, nor have any of the machines so sold in the said business ever been made according to any patent, nor is the specification of any patent completely descriptive of any of them. The plaintiffs are not the owners of, neither have they, nor their predecessors in the said business, ever been the owners of any Letters Patent completely descriptive of the machines, or any of the machines, manufactured by them, though they have held patents for improvements in details and accessories of sewing machines." This last paragraph is not admitted: "The designation 'Singer' simply means that the machines so designated are the plaintiffs' manufacture, constructed in one of the several forms which they from time to time adopt as the last results of their knowledge and experience." I suppose if I said "Singer" without context my friends would not dispute it?

Mr. Hopkinson: It may mean that.

Mr. Byrne: Very well. "The plaintiffs and their predecessors in the said business have largely advertised the various kinds of machines of their manufacture as 'Singer' or 'Singer' machines, and have expended in this country, since the said business was commenced, in so advertising their machines a sum of more than £250,000, besides £400,000 or thereabouts in building their factory at Kilbowie aforesaid, and many thousands of pounds in establishing in the United Kingdom 529 branch houses for the sale of their machines, the rent of which now amounts to upwards of £25,000 per annum. They have, moreover, made and sold a very large number of machines to the extent of 10,000,000 or thereabouts, and by reason of such advertisements and outlay and large manufacture, as well as of an extensive system of advertising in all parts of the globe, their manufactures are well known throughout the world as 'Singer' or 'Singer's' machines. In consequence of the superiority of some of the earlier types of machines manufactured by the said firm, a special class of machine is also known amongst experts and wholesale dealers in the inner circle of the trade, and amongst such persons only, as machines made according to the 'Singer's system,' or 'Singer principle.' This, however, is only an alternative and abbreviated and not a

necessary method of describing such machines, and, with this exception, the name 'Singer' as applied to the sewing machines has become and is a trade name or designation belonging to the plaintiffs, and signifying to wholesale and retail dealers and to the public, and known as signifying machines of the plaintiffs' manufacture and no other machines."

(Adjourned for a short time.)

My Lord, except the first sentence in paragraph 10, all the rest of the statement of claim is either not admitted or denied. "The defendant company is a limited company, carrying on business at 17 and 18, Railway Approach, London Bridge, as retail dealers in sewing machines, watches, trinkets, albums, and similar articles." Then the allegation goes on—"Almost all the shares and debentures in the said defendant company are held by one James Bray, who formerly carried on a similar business at the same address under his own name and under other names. The other shareholders in the defendant company are about eight in number, and are clerks or nominees of the said James Bray." Then paragraph 11 says: "The plaintiffs have discovered and it is the fact that the defendant company through its agents has for some time past been selling and offering for sale to the public and principally to domestic servants and persons of that class sewing machines which are not of the plaintiffs' manufacture by representing to the purchasers in each of such cases that the machines so sold by the defendant company's agents are 'Singer' or 'Improved Singer' or 'Singer's Improved' machines, and by using the words 'Singer' and 'Improved Singer' and 'Singer's Improved' in reference to such machines so sold in such a manner as to mislead and deceive the purchasers in each case into the belief that they are buying machines which have been manufactured by the plaintiffs. By so doing the defendant company represent sewing machines sold or offered for sale by them and not of the plaintiffs' manufacture to be 'Singer' machines and of the plaintiffs' manufacture, or machines with the manufacture and sale of which the plaintiffs are connected, and by reason of such representations they endeavour to obtain and have in fact succeeded in obtaining for the said machines sold by them some of the reputation attaching to machines of the plaintiffs' manufacture." Then we allege that "The defendant company well know that the name 'Singer' as applied to sewing machines is a trade name or designation of the plaintiffs, and they use the name as aforesaid for the purpose of appropriating to machines sold by them the reputation attaching to machines of the plaintiffs' manufacture, and to increase their own business by taking advantage of the reputation acquired by the plaintiffs." Then there is an allegation of injury and an allegation that profit has been made.

My Lord, the defence says: "They do not admit that the designation 'Singer' simply means that the machines so designated are the plaintiffs' manufacture as alleged in paragraph 7 of the statement of claim." They admit that the defendants are a limited company dealing retail. Then there is a general denial of the paragraph that they have been selling or offering for sale their machines as "Singer's," and I think we may take it as a joinder of issue on the specific allegations contained in our statement of claim. "They deny that they have ever in fact made or that they intend in the future to make any of the representations as alleged in paragraph 11 of the statement of claim or any representations of a similar nature or effect." And then in paragraph 6: "Alternatively they say that if the said representations or any representations were made by their agents or any of them for the purpose, or in the manner or otherwise as alleged in the statement of claim (which is denied), such representations were made by the said persons without the knowledge, authority, or consent of the defendants." In point of fact, I rather read that as meaning to put in issue the question whether the representations were made rather than that the representations being made did not imply they were the plaintiffs' manufacture. It certainly seems to me that it is only done in a half-hearted kind of way.

I should tell your Lordship one or two facts before I call my evidence. There was an action commenced by this King's Supply Company alleging acts done by our agents for the purpose of inducing people to break contracts by saying that the King's machines were German trash, and so on. That action came on first, and was tried before Mr. Justice Mathew. Unfortunately certain of our agents had done these things, and therefore the company had to pay damages. Your Lordship can well understand with a company of this description, employing a large number of agents all over the country, notwithstanding the strict injunctions and orders that are given, the agents do sometimes things which they ought not to do, and it was found in that case that they had pursuaded some people to break their contracts. We had to pay some £250 in consequence of that. My Lord, the writ in this action was issued a little later than the writ in the other action. No arrangement could be come to for the two cases being tried together, because I fancy there was some question whether there should be a jury.

Mr. Rufus Isaacs: We offered it.

Mr. Byrne: We say we offered and you refused it. However, the parties could not agree.

Now, my Lord, an action of this sort depends, of course, upon the evidence of the persons whom we allege have been deceived. We have given particulars of the cases on which we rely, and with the exception of two persons mentioned in the particulars, as to whom we do not propose to call evidence, we shall be able, I think, to prove our case. The case which we shall not go into is the case of Miss Bourne. I say that for this reason, that Miss Bourne is a German. We cannot find her and we feel the difficulty of proving a case of this kind upon the evidence of other people who simply heard what she said.

Mr. Hopkinson: Which are the cases you do not intend to go into?

Mr. Byrne: I will give you the names of the cases we are going to prove. They are Pitts, Webb, Willmott, Baines, and Faulkner. Knowles and Bourne are the cases we are not going into.

My Lord, I think that is sufficient for me to say before putting in the evidence. I understand my friend accepts the general findings in your Lordship's judgment in Spence's case, not so far as they deal with Spence's case alone, but so far as they are general findings in reference to the use of the word "Singer."

Mr. Hopkinson: If the evidence were gone into in this case, the same conclusion would be arrived at by your Lordship. That is all I mean.

Mr. Byrne: With reference to the meaning of the word "Singer"?

Mr. Hopkinson: Yes.

Mr. Byrne: My Lord, the first case I will take is that of Baines, and I do so because the evidence upon it was taken by deposition, and it is agreed that we need not call any special evidence to show that the witnesses cannot come up. Mrs. Baines is in the infirmary and was examined and cross-examined upon commission.

(The Learned Counsel then read the deposition of Matilda Baines and the exhibits and documents referred to in it.)

Mr. Gilbert Dyke Wansbrough, sworn.

Examined by Mr. Bullen.

I believe you are a solicitor, of No. 6, Old Change, in the City of London?—Yes.

You are solicitor to the Singer Manufacturing Company?—Yes.

How long have you been their solicitor?—About 14 years.

You are fully acquainted with the business as carried on by them?—Yes.

I believe they have expended a very large amount in advertising their machines, have they not?—Yes, very large.

And they have also paid very large sums for the installation of their premises in the North of England and Scotland?—Yes, in Scotland at Kilbowie, near Perth.

They have taken out no patent for the machines as a whole?—Not in their entirety.

But they have for different parts of the machines which have been adapted to them?—Yes.

At the present time do they make a very large number of different kinds of machines?—Yes, a very large number.

Do you know how many different kinds there are?—Not exactly, but there are over 30.

Are those machines used in doing different kinds of work?—Yes.

Have all those machines got the name of "Singer" stamped on the arm?—Yes.

Have they ever authorised the use of the name "Singer" by any other machine makers or any other company?—No.

Have you had the conduct of this action from its commencement?—Yes.

You know that one of the persons to whom it is alleged the defendants have sold a machine as "Singer's," was a Miss Bourne?—Yes.

I believe at the time you took her evidence she was in domestic service at Brighton?—I believe so, but I did not take it myself. My clerk did.

She was a German?—Yes.

Have you tried to find her lately?—Yes, I have used every endeavour. I am informed that she has returned to Germany.

You cannot trace her?—No.

You are unable to procure her attendance here to-day?—Utterly unable.

With reference to Knowles what have you done?—I have used every endeavour to find her. I heard at one time that she was in the neighbourhood of Bedford, and I have had every endeavour made to find her, but cannot do so. I was most anxious to find her.

Mr. Hopkinson: I submit to your Lordship that these cases ought to be withdrawn entirely.

Mr. Justice Romer: This evidence is only to prevent your saying anything, because they have not produced them.

Mr. Hopkinson: I am quite ready to go into them.

Mr. Byrne: It is only to prevent your saying that we have not ventured to go into them.

Mr. Bullen: I believe there was a person called Kate Field, who corroborated the evidence of Knowles. Have you been able to find her?

Mr. Byrne: Yes. She is here.

Mr. Bullen: Then it is my mistake. I am told she has changed her name, and that caused me to make the mistake.

Cross-examined by Mr. Hopkinson.

This dispute began originally by a complaint of King's Company against your company, I think?—No, hardly in that way.

Well, at all events, King's Company complained to you that your agents were going round trying to induce their customers to break their contracts?—Yes, but that was not really the commencement of this action.

Do you remember receiving a letter as far back as July 7th, 1893, from the King's Company?—Yes.

"We beg to call your attention to the conduct of your agents and servants at Bedford and elsewhere in regard to the way in which they carry on your business. During the last fortnight or so our agents at Bedford put out 12 sewing machines, 10 of those have been returned to us under very extraordinary circumstances, and from careful inquiries, which we have made on the spot, it seems that your Bedford manager, Mr. Witty, instructs your

canvassers upon finding a rival firm's sewing machine, and even other goods in the possession of a customer, to persuade the hirer (or as in this case the purchaser) to return the sewing machines or goods to the dealers if the customer states that the word 'Singer' has in any way been used by the rival firm. Even if it could be proved that our agent used the term 'Singer system,' we maintain that such conduct on the part of your servants is altogether unjustifiable, but it is not necessary for us to put our case anything so high as that, because in the present instance our agent did not use the term 'Singer' at all. Our agents are not authorised nor do they, in fact, use the term 'Singer' in the sale of our machines (such words and terms are unnecessary), nor are the above cases solitary ones"?—Yes, I remember that letter.

As a matter of fact, after a sale had been made by the King's people the Singer people's servants were instructed to go round and see the King's customers?—No, sir, they were not.

They did go round?—They did.

And the machines were accordingly returned by the customers?—I think they were in some instances. It was so proved in the other Court.

And that course of character was characterised by Lord Esher as wicked and malicious?—But he did not hear the manager, who was suffering from heart disease, and would have dropped down dead if I had put him in the box.

At all events, what was proved in that case was, in the opinion of the Court of Appeal, malicious conduct in taking the defendants' business?—That was so. That referred to the man Witty.

He was only one of several?—I think there were two, both of whom were sued with us—a man named Witty and a man named Mathews.

Mr. Justice Mathew held there had been systematic interference with the business of the defendants?—I think he did. Would you allow me to explain my answer a little further?

I have no doubt it will be asked in re-examination——

Mr. Justice Romer: Besides, I am not trying that case.

Mr. Byrne: We were very carefully kept from going into this case in the other case.

The Witness: This was the only answer to that case, and we were not allowed to show it.

Mr. Hopkinson: The dispute between the parties has been going on since the month of June, 1893, has it not? I think there was some dispute before that as to using the name. It has been brought to my notice for a great number of years past off and on.

Do you remember the defendants' solicitor, on July 25th, 1893, writing to you in these terms: "In further answer to your letter of July 17th we should like to say in reference to your allegation that you have ample evidence of our agents having used the term 'Singer,' that while denying the truth of what you say, yet we are quite willing if you will furnish us with the necessary particulars to investigate the circumstances under which you make the charge, and if we find that any of our agents have in direct defiance to our orders used the term 'Singer' in the manner suggested by you, we will at once use every endeavour to get such agent to make amends to you, and will caution him strongly as to his future conduct in that respect." That offer you refused, I think?—Well, I certainly did not supply them with particulars.

You did not think fit to take any proceedings at that time?—Well, I really did not think I should get any costs or damages from them even if I recovered them. I cannot sue everybody.

Please to answer the question. Did you think fit to take any proceedings?—At that moment?

Yes.—No, I think not.

You knew at that moment of Pitt's case and Webb's case?—I cannot pledge my memory with regard to that. I could by referring to some papers.

Can you give any case which you did not know then that you now put forward?—There were a number of cases afterwards discovered when the matter was gone into.

Can you name any one of these cases?—I think my clerk will tell you better than I can. I cannot pledge my memory.

Do you remember on April 11th an offer being made by King's Company to you by letter in these terms:—"Dear sir,—In reply to yours of the 9th inst., referring to our former correspondence (1893), in which you state it was amply proved to you that whatever had been said had been brought about by our people, kindly give us full particulars of these statements, and we will have the same strictly investigated. Referring further to ours, dated March 21st, we beg to assure you that your clients have been misinformed, and that their agents and servants have carried on business in the manner of which we complained, and if your clients are prepared to appoint a responsible person to meet a representative from us upon the ground and investigate each case we will be ready upon your giving us one day's notice. We make this offer in good faith, and feel sure that if your clients will meet us as suggested they will no longer deny our statements, but will give us the undertaking and protection asked"?—Yes.

That offer was refused?—It was not believed in. It was made as an offer with an object.

You are well enough acquainted with the Court to know that you ought to answer a question when it is put to you?—Yes.

Was that offer refused?—Yes, it was.

Then afterwards were you not asked to give an undertaking on your part that you would not follow what Lord Esher calls this wicked and malicious conduct, and was not an undertaking offered to you that they would do their best to prevent the use of the word "Singer," and discharge any man whom they found doing so?—No, I have no recollection of such a thing.

You do not remember the offer?—I say it was not offered. I know of no such offer being made in that way.

Mr. Justice Romer: This is not the essence of the case?

Mr. Hopkinson: No, my Lord, but we shall have to go into the particular examples and something may turn on this. Supposing a single agent did wrong. The question of *bonâ fides* may arise.

Mr. Justice Romer: I did not want you to spend too much time on this.

Mr. Hopkinson: If your Lordship pleases.

Can you remember whether any of the cases you now put forward were discovered after June 19th, 1894?—I can only get at that by speaking to my clerk.

We shall see by the dates themselves. You remember your letter of the 18th of June, 1894, which was not long before the action was brought by King's Company against your company?—Yes.

You remember being asked to give an undertaking by letter?—Yes. I was asked to give an undertaking and apology, and to pay £30.

You remember a letter of June 15th from Mr. Tudor, the solicitor to the defendants, to you?—Yes.

In which he says: "As I have not heard from you, my clients instruct me to say that unless the Singer Company are prepared to retract the statements made by their agents on their behalf, pay compensation for the loss and injury to my clients, and give an undertaking to stop this kind of business in the future, by Wednesday next, I shall have to issue process claiming damages and an injunction." You remember that letter?—Yes.

Do you remember writing back in answer to that request, "I can only say under the circumstances I must decline to accede to your request"—do you remember writing that?—Yes.

You allege in that letter that the statements made were that they were Singer machines, in fact, superior to the machines of the plaintiff?—I believe that occurred in the letter, but you sometimes have to be answerable for your shorthand clerk, and those words got in wrong.

They are pretty tolerably intelligible, are they not?—No, I think not.

That they were of Singer construction and better than those made by the Singer Company?—That is not so. If those words had been introduced it would have been different.

The mark "Singer" on the Singer machines is a perfectly well-known mark to the public?—Well, it is a well-known mark to the educated public, but I say not to the uneducated public.

They mark every machine, do they not?—They do.

And they are machines embodying the Singer principle discussed in Loog's case?—The imitations are, but the machines now sold by my clients are not of that old species, and as the evidence showed in Spence's case, there is no such thing as a Singer system now.

At all events the machines involved the principle discussed in Loog's case?—Yes.

Do you call King's imitation machines?—Yes.

And they embody the principle so discussed in those cases?—Yes.

Re-examined by Mr. Byrne.

The company's machines are all known as Singer machines but they have different names, such as "Medium," "Family, and so on?—Yes, the "vibrating shuttle" is the great machine at the present time.

Just look at that document and tell me whether that does not give some of the names?—Yes, it does.

(The document was put in.)

You were asked about some correspondence you had with Mr. Bray when disputes had arisen. You had a great deal of correspondence about the matter from first to last?—Yes.

And you did not come to terms before action?—No.

What was the first discussion you had with Mr. Bray about the use of the name?—I told him he had been using the name for years.

What was the date?—That was about the same time. I had never seen him before. He called on me.

With reference to the letters put in by my learned friend, did you think you had good reason to refuse what was proposed to you?—Yes, I did.

Mr. Byrne: I can put in another witness on this head if my friend wishes it.

Mr. Hopkinson: I do not think it is any use. We can hardly go behind his Lordship's judgment.

Miss Ellen Fanny Pitts, sworn.

Examined by Mr. William Russell.

Do you live at No. 230, Copenhagen Street, Bedford?—Yes.

About the 20th June last were you in service at Bedford?—Yes.

Mr. Russell: My Lord, I understand that she is now living at Streatham. In 1893 she was living at Bedford.

The Witness: Yes.

Mr. Byrne: You are living at Streatham now?—Yes.

Mr. Russell: At what address were you living in Bedford?—In Ashburnham Road.

Did some one call upon you there in reference to a sewing machine?—Yes.

Do you know who it was?—A man named Markwell.

Just tell my Lord what passed between you.

Mr. Justice Romer: What did he say?—He asked me if I wanted a sewing machine, and I said I was going to buy a Singer's machine.

You said that you were going to buy one?—Yes. When I took the machine I thought it was a Singer's

Did he have a machine with him?—He had it outside.

Outside?—Yes.

And brought it in?—Yes.

Mr. Russell: After that, what was said about the machine?—I can hardly remember all that took place, it is such a time ago.

Mr. Justice Romer: What she says is: "He asked me if I wanted a sewing machine. I said I was going to buy one. Then I took a machine and thought it was a Singer's."

Mr. Russell: I did not hear that.

Did you then say something to him about the name on the machine?—Yes, I said my sister had a machine that had the Singer name on the arm, and he said if I had a machine with the name on the arm it would be £1 more.

Mr. Justice Romer: You told him that your sister had one with the name on?—Yes.

What did he say to that?—He said it was £1 more with the name on the arm. This one had not got it on.

Mr. Russell: Did you afterwards find out that it was not a Singer machine?—Yes.

Whom did you speak to about it?—To my mother and sister.

To your mother and sister?—Yes, the one that had the machine.

I had not got the fact that you agreed to buy the machine. You did agree to buy this machine from the man?—Yes.

And what were you to pay for it?—£4 10s., I believe, but I am not quite sure.

£4 10s.?—I believe so. I can hardly remember. I think that was about it.

In consequence of conversations and of communications made to you, did you return the machine to the defendant company?—Yes, I did.

And I believe that they brought it back?—They brought it back, but I have not got it.

When you got this machine what sort of machine did you expect to get?—He told me it was a "Singer Improved," and I thought it was a Singer without the name.

What do you mean by a Singer without the name?—Because he told me it was £1 more to have the name on the arm.

Of whose make did you expect the machine to be?—The Singer Company.

Meaning the plaintiff company here?—Yes.

Cross-examined by Mr. Hopkinson.

Do you remember signing an agreement for purchasing this machine?—The first time the men came I did.

That is it, is it not (handing a paper to the witness)?—Yes, I believe that was it.

That was on June 20th, I think?—Yes.

Now, to the best of your belief, have you told us all that happened?—Yes, all that I can remember.

You have a friend named Miss Geary, have not you?—Yes.

She bought one of the machines from King's, I think?—Yes, she did.

Did Mr. Marshall tell you that your friend had bought one?—He said a young girl down the road had bought one, but he did not know it was my friend, of course.

You lived in the same road?—Yes.

He told you that one of the servants down the road had bought one?—Yes.

Was it yourself who wrote to the King's Company when the machine was returned?—No, it was a lady that was staying in the house who did it for me.

Mr. Byrne: A Miss Fraser, was that?—Yes.

Mr. Hopkinson: You told her what to say, I suppose?—No. I do not know what she said.

Did you give her the real reason why you wanted it returned?—I told her I thought I was buying a Singer machine.

But did you give her the real reason? Now, listen to this letter "Ellen Pitts"——

Mr. Byrne: Had we not better have what passed.

Mr. Hopkinson: I did not ask her what passed. I asked her if she gave any other reason.

Mr. Byrne: She was telling you.

Mr. Hopkinson: Do you remember this letter of the 26th June? Was it written in your presence?—No.

"Ellen Pitts, who took a machine on approval last Tuesday, has returned it this morning per rail, as on consultation with her friends she finds she is not in a position to begin purchasing a machine just at present. She hopes it will arrive safely and regrets having given the trouble of its return"?—No, I do not remember it.

You do not remember it?—I did not see the letter at all.

The lady wrote it for you?—Yes, she did write it for me.

Before that letter was written by Miss Fraser do you remember some people calling to see you. Do you remember Mr. Witty and Mr. White calling to see you?—Not before the letter was written.

When did they come? I do not know for certain, but two or three days after, I think.

About when would it be?—I should think on the third or fourth day after that.

After you had signed the agreement?—No, after Miss Fraser had wrote that.

Then you saw the letter, did you?—No, I did not see the letter. Mr. Witty called after the letter was sent.

You knew that the letter was sent?—Yes, I knew that.

Then who was it who called—Mr. Witty and Mr. White, were they the two?—Mr. Witty. I do not know the other name.

Was there more than one person?—Yes, I think there was two.

Did they ask you to give up the machine?—No, they did not. I decided to send it back before.

Had you sent it back?—It was not sent.

Mr. Justice Romer: Did they ask you to give up the machine?—No, they did not ask me to send it back.

Mr. Hopkinson: Did they tell you that Miss Geary had sent hers back?—No, I did not know that until I had seen Miss Geary?

Did not they tell you that there were other servants in the neighbourhood sending machines back?—I do not remember.

Do you remember at all what passed?—No, I do not.

Nothing at all?—I have not the slightest idea.

You have not the slightest recollection of anything that Mr. Witty or Mr. White said?—No I have not.

Do you remember Mr. Gray calling? I do not know whether he is here. Perhaps he would stand up. (Mr. Gray stood up.) Do you know Mr. Gray?—No.

Do you remember this gentleman calling (pointing)?—No, I do not.

Are you prepared to say that he did not call?—I cannot remember anything.

Can you say whether he called or not?—I cannot remember.

Did he tell you that he had come from the Singer Company?—No, I do not remember him calling.

Then you do not remember anything about that one way or the other?—No.

Neither about Mr. Gray's calling, nor about Mr. White or Mr. Witty?—No.

Except that Mr. Witty did call?—Yes, afterwards, I believe.

Then do you remember a second letter being written on the 29th June. "Ellen Pitts, of above address, distinctly refuses to have anything more to do with the machine she took from your agent, and returned within a week. No damage has come to it in her hands, and she never was told that she could not return it if it did not meet with the approval of her friends. She is a minor, being just 18 years of age, so she must consult with a good lawyer if she is responsible for payment of a machine that she no longer wishes. Your agent has again called, and has in the absence of the lady of the house bounced her into signing an agreement to receive it again. Is that law?" Do you know who the agent was who called again?—I only remember Markwell.

You do not remember that letter?—No, I do not remember it.

You remember nothing about that letter?—No.

Was not that written on your instructions?—I did not see that letter at all.

Is it true that after Mr. Witty called, you do not remember the others, Mr. Markwell and a gentleman named Cottrell calling?—I cannot remember only Mr. Markwell.

Did they ask you to take the machine back?—Yes.

And you agreed to do so?—No, I do not remember agreeing to it.

Are you sure you did not?—I cannot remember doing so.

You remember nothing about it?—No.

It is completely gone from your mind?—Yes, it is.

Is not what you signed written on that envelope (handing it to the witness)?—I cannot remember doing it.

At all events, that is your signature?—Yes, I believe that is my signature.

Are you prepared to say you did not agree to take it back?—I would not say; I have not the slightest idea.

You have quite forgotten all about it?—Yes, I have.

Do not you remember Mr. Cottrell coming with Mr. Markwell when that agreement was signed?—I do not remember the name at all.

(Mr. Cottrell was directed to stand up in Court.)

Do you remember that gentleman calling?—No, I do not remember him.

You have no recollection of that gentleman who is now standing up?—No.

Do not you remember talking about this machine, and did they not ask you to keep it?—Yes.

You do not remember anything about it?—No.

Did you not tell Mr. Cottrell and Mr. Markwell that Singer's people had called and advised you to send the machine back?—No, I did not.

You did not do that?—No. Singer's people did not advise me to send it back, but my mother and sister.

Did you not tell Mr. Cottrell and Mr. Markwell so?—No. I do not remember doing anything of the kind.

And did you not ask them if Miss Geary had promised to take her machine back?—Not to my recollection.

And did you not say—"I will take mine back and pay for it," and did you not then sign the agreement?—I do not remember doing it at all.

Your mind is a perfect blank?—Yes, it is about that.

You have no recollection how you came to sign that writing on the envelope?—None whatever.

Not in the least?—No.

Do you remember another gentleman calling—a Mr. Worrall?—No.

(Mr. Worrall was directed to stand up in Court.)

Do you remember him?—Yes, I think I remember him.

Do you know when he called?—No, I do not.

You cannot tell me whether he called before or after Mr. Cottrell?—No, I cannot.

Did you make any complaint to him about having been deceived?—Not as I can remember.

Do you remember his asking you to let him return the machine?—No, I do not remember it.

Do you remember anything that passed on his calling?—No, I do not.

You have not the faintest recollection?—Not at all; I have said all I remember about the matter.

You think you have seen Mr. Worrall?—Yes, I believe so, but I could not be certain.

Your mind is a blank about what was said?—Yes.

And you cannot tell whether he asked you to return the machine or not?—No, he did not because I had made up my mind to return it before.

Do you remember Mr. Bray and Mr. Markwell calling about this machine?—Mr. Markwell called.

(Mr. Bray was directed to stand up in Court.)

Do you remember that gentleman calling?—No, I do not.

Your mind is quite a blank about anything that passed at any of those calls?—Yes.

Did you have an instruction book given you with the machine?—No.

Did you have a little paper like this. (Handing same to the witness)?—No, I had nothing with it.

Was a paper like that sent to you afterwards?—No, I never had one of these.

When did this machine go away?—It was left at our house till I left. My mistress went away then.

It never was actually sent back as long as you were there?—Yes, it was sent back and brought back again.

Who brought it back?—I believe Markwell.

Did he see you when he brought it back?—Yes, he did.

Can you remember whether that was not when you signed that paper?—No, I cannot remember signing that paper.

You cannot say?—No.

Do you remember a photograph like this being produced to you (handing same to the witness)?—I do not remember seeing it. I would not say either way.

You have no recollection whether you saw such a photograph or not?—None at all.

Re-examined by Mr. Byrne.

This lady, Miss Fraser, was staying at the house you were at?—Yes.

She wrote this letter for you?—Yes.

Did you tell her what had happened?—Yes.

And then she wrote this for you?—Yes.

You did not see the letter she wrote?—No, none of them.

Did she write both of the letters for you?—Yes, I did not write at all.

I think the people you were living with went abroad?—Yes.

That was how you came to leave their service?—Yes.

Did Miss Fraser go with them, do you know?—Yes.

Do you know whereabouts abroad they went to?—No, I do not.

I just want to understand the story exactly. You remember the first time you got the machine which was sold to you and left?—Yes.

Then it was sent back?—Yes.

Then somebody came and brought it back to you again?—Yes.

Was that one man or two men?—Only one that I remember.

Was it Markwell, the same man who had been there before?—I believe it was.

What did he do when he came back with it?—I told him I should not have it, and he pushed his way into our kitchen, and put it down inside, and it was left where he placed it till it was returned.

Do you remember the carrier being told to take the machine to the station the second time?—Yes.

Who was it told him to go and do it?—My mother.

That was when your employers were leaving, and your mother told the carrier to take it back to the station, addressed to the King's Company?—Yes.

Mary Ann Webb, sworn.

Examined by Mr. Bullen.

Are you now in service at Church End, Finchley?—Yes.

Where were you in service in June, 1893?—I was at Bedford.

In June, 1893, do you remember a man coming to you about a sewing machine?—Yes.

In whose service were you at that time?—Mr. Moody's.

Did you buy that machine?—I took it under the condition as the man told me that it was a Singer Improved machine.

Mr. Justice Romer: What did he say?—That it was a Singer Improved machine.

Mr. Bullen: Whose make did you believe that machine to be?—Singer's.

Did you purchase that machine?—Yes.

What was to be the price of it?—£4 15s.

Had you any conversation as to what sort of machine you wanted?—Yes, I told him that my sister had a Singer machine and I wanted one like hers.

Some time after that date did a person of the name of Witty call on you?—Yes.

What did he want?—He wanted to know if I wanted to buy a machine, and I told him I had already got one.

Did he tell you from whom he came?—Yes.

From whom?—The Singer Company.

Did you then show him the machine you bought from the other people?—No, I said I was too busy.

Did you at any time show him that machine?—No.

Did you after that show it to your master, Mr. Moody?—Yes.

And from what Mr. Moody told you, did you find out it was not a Singer?—I found out from the Singer Company that it was not a Singer.

When did you find that out?—They called on me the day after I purchased the machine.

Who was it called?—One of the agents from the Singer Company.

Was that before Mr. Witty came or after?—Before.

Did you show him this machine?—No, I did not.

Did you show the agent of Singer's the machine?—No.

How did you find out from him it was not a Singer?—Because he asked me if I had purchased the machine from London, and I told him I had, and he said he had been to several other girls in Bedford, and they had been taken in by the man; and therefore he told me that was not a Singer.

Thereupon you saw your master about it?—Yes.

Did your master advise you to do anything with the machine?—He advised me to send it back.

To whom?—To the Universal Company in London.

And did you do so?—Yes.

What happened about the machine after you had sent it back?—The man Markwell called down from London and asked me why I sent back the machine.

What did you say to him?—I told him one of the agents for the Singer Company had called on me, and had told me it was common German rubbish.

What more took place then with the man?—He asked me to take back the machine, and he said that if I did not I must pay for it whether or no. Therefore I consented to take back the machine.

At that interview with him did he tell you whose make it was, or what sort of machine it was?—That it was a Singer Improved he still stated.

He told you that?—Yes.

Was this man Markwell the same person as had sold you the machine originally?—Yes.

Upon this occasion had he the machine with him?—No, he had not.

Was it sent back to you at Bedford?—Yes.

Did you again inform your master of what had taken place?—Yes.

Did he thereupon tell you that you were again to return the machine and he would take all responsibility?—Yes.

Was it sent back?—It was sent back.

Have you had it back since then again?—No.

Cross-examined by Mr. Hopkinson.

The first thing was that Mr. Markwell called upon you and then you signed an agreement, did you not?—Yes.

Did you know Singer's machines before this?—Yes.

You had seen them?—Yes, I had seen them.

You know they are usually marked with the name?—Yes.

That is the contract you signed, I think—(handing a document to the witness)?—Yes, I signed that.

Afterwards did you receive a paper by which the company warranted that the machine would work for five years?—Yes.

Have you got that paper?—No.

Then I will put in a paper like it. Just look at that and see if it was on a form like that (handing same to witness)?—It was not on a form like that.

Was it on a printed form like that?—No, it was not on a form like that.

Then what was it like?—It was a card—a plain card.

Who gave you that?—The man Markwell sent it down to me.

Do you know how the Singer machine works?—I had nothing to do with Singer's machines.

Do you know how they work?—No, but I have seen them.

And you have seen the name on them?—Yes.

After Mr. Markwell had sold you the machine the next thing was that somebody called from the Singer Company?—Yes.

Was that when they told you it was German rubbish?—It was.

Do you remember who that was?—I think it was Mr. Gray, but I am not sure.

Did Mr. White also come from the Singer Company?—I forget the name, but I know there were two who called.

From Singer's?—Yes.

Did they both call the very day after the machine was sold, There was only one called from Singer's the day after the machine was sold, but there were two called.

Did they not tell you that these girls were sending their machines back?—Yes.

I think they wanted you to send yours?—Yes.

Did they not ask you whether you had not been deceived?—Yes, they did.

Did you not say no?—I had not looked at mine.

Did you not say no?—I did not.

Did you not say no, you had not?—No, I did not.

Are you sure of that?—Yes.

You remember it was after that call that the letter was written by your master?—Yes.

Do you remember Mr. Cottrell calling?—No, I do not.

The gentleman who stood up a moment ago?—No.

Perhaps that gentleman will stand up again. Do you remember that gentleman calling (Mr. Cottrell stood up in Court)?—No, I do not remember him at all.

And Mr. Markwell?—I remember him calling.

That was the occasion when you agreed to take the machine back, was it not?—Yes.

Did you not tell him that Singer's people had been?—Yes.

And had asked you to say that you were deceived?—Yes.

And that you had told them that you had not been?—Yes.

Mr. Justice Romer: You did tell them you said that you had not been deceived?—Yes.

Mr. Hopkinson: Then you agreed to take it back, and then I think Singer's people came and urged you again to send it back?—They did not come a second time.

Did not Mr. Witty come?—Yes.

And Mr. Gray?—Yes.

Did they call together?—No, they did not call together.

There were two calls?—Yes.

You cannot say as to Mr. White?—No.

That is the letter your master wrote, I think. (Handing a letter to the witness)?—Yes, this is the one.

Did your master think that your wages should not have been spent in buying this machine?—No, he did not say so.

Then do you remember Mr. Bray and Mr. Markwell calling later on?—Yes.

On the 30th, I think?—Yes.

After your master had written the second letter?—Yes.

Then they asked you to keep the machine, I think?—Yes, they did.

D'd you tell them you had been deceived?—Yes, I did.

Both Mr. Bray and Mr. Markwell?—Yes.

Then what did they say?—They asked me who had been complaining about it, and I told them two agents from the Singer Company had told me I had been deceived.

Did you tell them who had told you to send it back?—Yes.

Who?—The Singer Company.

You told Mr. Bray and Mr. Markwell that the Singer Company's men had been and urged you to send it back?—Yes, I did.

And did you tell Mr. Markwell that he had deceived you?—Yes, because I had taken the machine thinking it was a Singer.

On that occasion you did?—Yes, I had taken the machine thinking it was a Singer.

Did you tell Mr. Markwell that he had deceived you?—Yes.

What did he say?—He said it was a "Singer Improved."

And he said he had not told you it was a "Singer"?—Yes.

On which occasion was it that Mr. Markwell told you that?—The second time of his calling.

When he called with Mr. Bray?—Yes.

On the first occasion—I mean when he called on the first occasion and you signed the agreement to take it back—had you told him then that he had deceived you?—Yes, I told him then.

The first time as well?—Yes, he said he wanted to know who had been there.

What did he say when you told him he had deceived you?—He still said it was an "Improved Singer" machine.

And you said he had deceived you?—Yes.

And what did he say?—He said it was a "Singer Improved."

Did he say it was one of Singer's?—He said it was one of Singer's Improved machines.

You have a friend named Sarah Mary Peppitt, have you not?—Yes.

Mr. Markwell called again after he had called with Mr. Bray, did he not?—Yes.

Then your fellow-servant ordered one of these machines of him, I think, in your presence?—Yes.

And you still retained your machine at that date?—I had returned the machine.

It had gone, had it?—Yes.

Who took it away?—I sent it away by a boy who was working there.

Do you remember Mr. Bray calling on the 31st? Was that the agreement you signed about taking the machine back (handing a document to the witness)? Whose writing is that?—This is my handwriting.

Then I put in that document. Am I to take it that you have no recollection either of Mr. Cottrell calling or of Mr. White calling?—I have not.

Do you remember Mr. Bray calling again on the 21st July?—I remember Mr. Bray calling a second time.

On the second call of Mr. Bray's did you not tell him that Mr. Witty had been to call on you on the 17th?—Yes.

And that he told you that the machine was worthless German rubbish?—Yes, I did.

And that other girls in Ashburnham Road had returned their machines?—Yes.

Under his advice?—Yes.

Did you not then say that you were satisfied with the machine?—I was not satisfied with the machine.

Did you not tell him you were?—I did not say I was satisfied with the machine.

Did you say you were not?—I was not satisfied with the machine.

But did you tell him so?—Yes.

Did you then say you regretted you had caused him so much trouble?—No, I did not.

Did you not ask him for another warranty as to its working?—He said whether I would take the machine back or not I would have to pay for it, and I thought before I lost the machine and the money too I would take back the machine.

Did he not then say he would give you a warranty of the machine for seven years as to its working?—Yes.

You received that paper?—I have received the warranty.

Was that on a form?—No.

Since this action was brought I think you have signed a paper?—Yes.

You would not sign your name to anything that was not true?—No, sir.

Do you remember signing this (handing a document to the Witness)? You remember your fellow-servant, Sarah Mary Peppitt, being present in January last year?—Yes.

Then do you remember signing that document. It says this: "In or about the month of (blank), 1890, I purchased a sewing machine from the plaintiff company"—that meant King's Universal Supply Company, did it not?—Yes.

"Well knowing at the time I bought it that it was not a machine of the Singer Company's make." Is that so?—I did know that it was not a Singer machine.

"And I say that the plaintiff company's agent did not use the term 'Singer' in the sale thereof"?—But he did.

Do you remember signing that?—I did sign that.

You would not sign anything that was not true, would you?—No.

Then it says: "I should not have returned the said machine to the plaintiffs, or have broken my contract with them had it not been for the interference and statements made to me by the agents of the Singer Company"?—I should not have done then, but I should afterwards.

"On behalf of the said defendant company so that I would take one of the defendant company's machines." By the defendant company you meant the Singer Company?—Yes.

You remember signing that statement in the presence of your fellow-servant. That is your signature?—Yes.

And your fellow-servant was present?—Yes.

Mr. Justice Romer: You believed at the time that what you signed was true?—Yes.

Mr. Justice Romer: Let me see it.

(The document was handed to his Lordship.)

Mr. Hopkinson: Your Lordship will see it is headed in the other action, but very properly, if I may say so, it is not sworn, because this witness had made an affidavit in this action, and it would have been wrong to ask her to swear it.

Did you mean to make an untrue statement, or did you believe that to be true when you signed it in January?—No, I did not.

Did you believe it to be true or not when you signed it. Did you think you were telling what was true when you signed that or not?—Yes, I did.

You thought you were telling what was true?—Yes.

On the 17th January, when you signed that in the presence of your fellow-servant you thought that all that you had stated there was true?—Yes.

And you are not prepared to say now it is not?—No, sir, I am not.

You are not prepared to deny what you have signed, are you?—No.

Mr. Byrne: May I ask your Lordship to allow me to see that statement.

Mr. Justice Romer: Yes; but is it not almost useless after that to ask this witness anything about it?

Re-examined by Mr. Byrne.

First of all let me ask you about this last document. Do you remember you made an affidavit in this case in November, 1894?

Mr. Hopkinson: I do not know, my Lord, whether that is admissible. This is my friend's own witness.

Mr. Byrne: But I may ask her whether she made an affidavit?

Mr. Justice Romer: Yes, you can ask her that.

Mr. Byrne: I will not carry it very far. I only propose to ask her proper questions.

Mr. Justice Romer: Is it any use, Mr. Byrne? The witness shifts about in her statements so much. However, ask her what you like.

Mr. Byrne: Were you or were you not deceived when you bought this machine at first?—Yes, I was.

How were you deceived?—Because I took the machine thinking it was a Singer machine.

Have you ever said that you were not deceived?—No, I have not.

In that way, I mean?—Not in that way.

I only want to understand, and I only want you to tell me what is the positive truth. Do I understand you rightly that you thought you were buying a Singer machine and you found you had not got one, and therefore you considered you were deceived?—Yes.

Is that right?—Yes.

Can you remember telling anybody that you had not been deceived, to your recollection, in that way?—No, I did not.

Is your memory quite clear and distinct about when you bought this machine—what you wanted to get when you bought it, I mean?—I wanted to get a Singer's machine.

You are quite certain of that?—Yes.

At that time you wanted to get that sort of machine?—Yes.

Can you tell me where you signed this paper?—At Finchley.

While you were at Finchley?—Yes.

Who brought it to you to sign?—Mr. Markwell.

Was it already written out. It looks to me as if there had been more than one copy. Was it written while you were there or was it already written out?—It was already written out.

Was it read to you?—Yes.

How did you come to sign it? Why did you sign it? Did Mr. Markwell ask you to sign it?—He asked me if I would sign it.

Did he give you any reason why he wanted it signed. I only want to know how you came to sign it, and I only want you to tell me absolutely the truth about it. I really do not know myself. How was it that you came to sign it—what made you sign it? (A pause.)

Mr. Justice Romer: What made you sign it, do you remember?—Yes.

Then why did you sign it? (Another pause.)

Mr. Byrne: Did anybody persuade you to sign it, or ask you to sign it, or how came you to do it? Nobody wants to hurt you about it, I only want to know the story? (Another pause.)

Mr. Justice Romer: You did sign it?—Yes.

You cannot say why?—No, I cannot.

Mr. Byrne: Did Mr. Markwell remind you that you had made affidavits on the other side?—Yes, he did.

Which is true? Was the story true that you told——?

Mr. Justice Romer: No, no; the lady's memory changes so. I do not think she is meaning to say what is not true, Mr. Byrne, but her memory obviously varies from moment to moment. After what I have said need you ask any more?

Mr. Byrne: There are one or two things I should like to ask about, but after what your Lordship has said I should not think of relying upon this witness. It would not be right.

Mr. Justice Romer: No.

Mr. Byrne: You told my Lord that Mr. Gray told you it was German rubbish. Is he in Court? (Mr. Gray stood up.) Is that the man who told you?—Yes.

Cottrell you do not remember?—No.

Will Mr. Markwell stand up? (Mr. Markwell stood up.) Is that the gentleman?—Yes.

Mr. John Frederick Badger Moody, sworn.

Examined by Mr. Byrne.

You, I think, have been recently called to the Bar?—Yes.

I do not know what you were before. What were you before?—A veterinary surgeon.

The last witness, Mary Ann Webb, was in your employment?—Yes.

In whose handwriting are those two letters. (Handing the letters to the witness)?—They are in the handwriting of my wife's sister. My wife was away at the time and my wife's sister, who was managing the house for me, wrote the letters.

Were the letters written after consultation with you? Had your wife's sister spoken to you about them before she wrote them?—Yes, she mentioned the fact to me.

One of these I see is dated June 27th. Had your servant spoken to you personally, or to your wife's sister on the subject?—I think she spoke to my wife's sister, and also to me personally.

About what had taken place?—Yes.

And your wife's sister wrote that letter?—Yes, under my direction more or less.

The servant did not see?—No.

The second one appears to be dated June the 29th. Was that also written under similar circumstances by your wife's sister more or less under your direction?—Yes.

After what you had heard of the statement made by the servant?—Yes.

Mr. HOPKINSON: The servant saw neither letter?—No, she did not see the letters at all. It was in consequence of a complaint that was made.

Mr. BYRNE: I have not quite finished with the witness yet.

Mr. HOPKINSON: I beg your pardon. I thought you had.

Mr. BYRNE: The machine was returned a second time, was it not?—Yes.

And in consequence of your advice it went back again?—Yes.

Cross-examined by Mr. HOPKINSON.

You told me just now that the servant saw neither letter, nor was either letter read to her?—I will not say they were not read to her, but to the best of my belief they were not.

Neither letter?—She made a complaint to me. The letters were written under my direction, but I do not think she knew what was in the letters—that is what I mean.

Were you not from home at the time they were actually written?—No.

Neither?—No, I know one was written—I feel certain both of them were written while I was in the room. I know I gave my sister-in-law directions for both, and one was written, I am quite certain, while I was in the room.

You think you were at home at the time?—Yes, I think I was at home.

(Adjourned to to-morrow morning at 10.30.)

SECOND DAY.

ELIZABETH ALICE FAULKNER, sworn.

Examined by Mr. BULLEN.

I believe you now live at 85, Shirley Street, Hove, Sussex?—Yes, I do.

In the month of April, 1893, were you in service at No. 8, Waterloo Street, Brighton?—Yes, I was.

Do you remember, one day, in that month of April, a person calling on you and asking you to buy a sewing machine?—Yes.

What answer did you make to him when he asked you that?—At first I said I did not want one, and afterwards I said, Yes, I wanted a Singer machine.

Did he show you a list?——

Mr. Justice ROMER: You had better ask her what passed. I always like a witness to tell her own story first.

Mr. BULLEN: If your Lordship pleases. Tell us exactly what passed?—I do not remember him showing me any list at all.

Mr. Justice ROMER: Tell us what passed?—As far as I remember, I think he had the machine with him, but it is so long ago. At any rate, I agreed to have one. I did not know whose make it was.

Mr. BULLEN: Was anything said as to the price—what you were to pay for it?—Yes, I think so.

How much?—I think it was £4 something, but I cannot remember exactly.

Do you remember whether or no at that time you signed a paper?—I cannot remember doing so. I have tried to, but I cannot remember signing any paper.

Was any book of instructions left with you?—Yes, but there was no name on the book because I hunted for it and took it home to mother. I said "I do not know whose machine I have got, there is no name in the book."

Had you ever seen a Singer machine before this time?—I had noticed them, but I had never worked one or anything of that kind.

After the machine had been left with you, did you try to work it?—Yes, I did.

Could you work it?—No, I could not thread the shuttle. I could not manage it.

Was the name of "King's Universal" mentioned to you at all?—Not as far as I can remember. I cannot remember any more.

Do you remember a man calling on you and asking you for payment?—Yes.

How long after you had received the machine was that?—I believe it was the next day as far as I can remember.

How much did he ask you for then?—5s.

Did you receive a card?—After I had paid the money.

Mr. Justice ROMER: You paid the 5s.?—I think I paid half-a-crown and sent the other half-crown, because I did not have it at the time—all of it.

Mr. BULLEN: You said you received the card after you had paid the money. Have you got the card?—No, I have not.

What did you do with it?—It was sent back with the machine.

Do you remember in the month of May, 1894, Swindon, who is a collector for the Singer Company, calling upon you?—Yes, I do.

Will you tell us what conversation you had with him about the machine?—He asked me if I had a machine. I said, yes, I had one, but I did not care much about it.

Mr. HOPKINSON: I do not see how this can be evidence.

Mr. Justice ROMER: I do not know that it is very material.

Mr. BULLEN: I will take it in another way. Did you see Swindon and did you have some conversation with him in respect of the machine you had bought from the man?—Yes, I had.

In consequence of what he told you what did you do?

Mr. Justice ROMER: You say Swindon was the defendants' collector?

Mr. BULLEN: No, my Lord, the plaintiffs. Swindon called upon her and said something about the machine, and I ask her what did she do then?—He said: I thought I should prefer Singer's to King's.

In consequence of what he told you what did you do with that machine which had been left with you in 1893?—It was sent back to King's.

After it had been returned did Mr. Bray call upon you?—Yes, he did.

What did Mr. Bray say to you?—He said I had no business to return the machine after having it, and that he could force me to pay for it whether I had the machine or not.

Did he produce a paper to you?—What kind of a paper?

Did he produce any paper—any writing?—No, not as far as I can remember.

Did he dictate anything to you to write?—Yes, he told me I should have to write a letter. I was very much frightened about it, and I did not want to get into any bother, so I said Singer's would have to take theirs back, and I would have King's rather than get into any trouble. He said it would pass off all right, and I must write a letter, so I wrote what he said.

Mr. Justice ROMER: Then you had got a machine in the meantime from Singer's?—Yes.

Mr. BULLEN: Is that the letter you wrote at his dictation (handing a letter to the witness)?—Yes, that is the one.

"May 27th, 1893, Messrs. Kings & Co.—Dear sirs, I am sorry to have caused trouble in allowing Mr. Swindon, Singer's agent, to take away and return the machine I purchased. He called several times and told me your machine was useless, and that he would undertake to return it to you, and that you would be satisfied. The coupons I enclose Singer's agent left me this morning. I have not paid any money, nor do I intend." Then, my Lord, there is a part which we cannot decipher, and it goes on "the misrepresentation which caused me to part with your machine which I was satisfied with, and which I will receive back and pay for as per my agreement." I do not know what the intermediate part is.

Mr. Justice ROMER: I cannot tell you. I cannot make it out.

Mr. BULLEN: Perhaps the witness herself will be able to read it.

Mr. Justice ROMER: Just hand it to her and let her see.

(The document was handed to the witness).

Mr. BULLEN: Can you make it out?—No.

Perhaps it is not very material. Did you after that keep the machine which you had originally bought, or did you not?—King's machine?—Yes.—It was gone back then.

Did you keep it?—I had not got it then.

After Bray's interview with you when that letter was dictated, did you afterwards again receive the machine or not?—No.

You have not had it back since?—No.

Cross-examined by Mr. HOPKINSON.

You do not remember very clearly about this matter which occurred so long ago, do you?—Pretty well.

Then why did you say it was so long ago that you had rather forgotten it?—Well, some things I have forgotten and some I remember.

Can you remember who it was first called to see you?—No, I do not know him.

You would not know him again?—No, I do not think I should.

Was the book of instructions left with you like that? (Handing same to the witness). Look at the back of it?—Yes, it was one like that.

Look at the picture of the machine in front. Was that like the machine you bought?—Yes, it was.

And the machine had "Universum" on it, had it not?—I do not remember seeing anything on it.

Mr. HOPKINSON: I put that book in with the picture of the machine on the front.

(The document was put in and marked E.A.F. 2).

You signed an agreement for the purchase of the machine, did you not?—I do not remember doing so.

Is that the agreement you signed. (The document was handed to the witness)?—I suppose it is, but I do not at all remember signing it.

(The document was put in and marked E.A.F. 3.)

That is yours?—It must be.

But you have no recollection of it?—I have no recollection at all. The man was not at the door perhaps more than five minutes.

You have completely forgotten signing that?—Yes, I do not remember it at all.

But you have no doubt that is your signature?—It must be.

You have no recollection when you signed it?—No.

Or who was there, or anything about it?—No, I cannot remember the man.

In fact, as far as that agreement is concerned, until it was put into your hands your mind was a complete blank?—Yes, it is quite true what I say.

Do you remember, after you had agreed to purchase, Mr. Bray calling and giving you a card and another little paper?—It must have been when I paid the money.

You paid 2s. 6d.?—Yes.

You remember paying Mr. Bray 2s. 6d.?—Yes, I remember paying that. I had no more money at the time.

You made no complaint to him I suppose when you paid the 2s. 6d.?—Yes, I told him that the man who supplied me with the machine told me I should not have to pay, that I should have the

machine for a month on trial, and I said I could not pay then as I had not got the money, and he said that I should not have to pay till I paid the first instalment.

Then you had not sufficient money to pay and you paid 2s. 6d.?—Yes, when he came I did.

Did he not give you a paper on a form like that, to warrant that the machine should work?—No, I do not remember him doing so.

Can you say he did not?—I would not say that, because I cannot remember at all.

You cannot remember whether you got such a paper or a card?—He might have given me the receipt card.

But you cannot remember whether he gave you such a card as that?—No. I cannot.

(The document was put in and marked E.A.F. 4.)

Then you remember Swindon calling?—Yes, I remember that.

Did not Swindon pay you 5s.?—No, he handed me no money.

Did not somebody from Singer's pay you 5s.?—Nobody paid me any money.

Are you quite sure?—Yes, quite sure.

Did they give you a receipt for 5s., giving you credit against one of their machines?—No, not as I can remember.

You remember that paper that was in your hand a moment ago—the paper with two things like stamps on it?—Oh, yes, for the money I paid on Singer's machine.

Was not credit given you by Swindon for the Singer Company for 5s. on account?—I cannot remember it, sir.

It was in consequence of Swindon's call was it that you returned the machine?—Yes, because he said that Singer's would be better than King's.

And so you returned King's?—And easier to work. That is what took my fancy, I suppose.

And in consequence of that you returned King's machine?—Yes, King's machine was returned.

And you got an allowance of 5s. under those coupons from Singer's. Just look at that paper again. Did he not give you a receipt for payment on account of their machine?—No, I paid the 5s. as far as I can remember.

You paid that out of your own money?—Yes.

Are you sure?—I do not remember them giving me the 5s. at all.

Do you remember paying it?—Yes, as far as I can remember to Swindon.

Are you sure?—I am almost sure.

Mr. Bray called again, I think, later on, and you signed a statement, did you not? Do you remember a gentleman calling, and your signing a statement afterwards when your recollection was rather fresher about this? Just look at this and see if you remember signing it?

Mr. Byrne: My Lord, may I have the statement that was put in yesterday to Miss Webb? I have not seen it, and I should like the photograph which was put to one of the witnesses.

Mr. Hopkinson: Just look at that statement. That is your signature, is it not?—Yes, that is right.

Do you remember that statement being read over to you?—Yes, I do.

And your recollection was fresher then than it is now?—Yes.

Mr. Byrne: What is the date of this?

Mr. Hopkinson: It does not appear to be dated.

Can you tell me at all when it was you signed that?—Not so very long afterwards.

Not so long after the time you had the machine?—Not at all long.

Do you remember the other action between these people?—Yes.

It was signed when that action was pending, I think?—Which?—this was signed then.

Yes?—No.

Well, it is a good long while ago—about how long?—I signed this paper very soon after I had had the machine.

This is the paper: "I, E. A. Faulkner, was residing at 8, Waterloo Street, Brighton, as a domestic servant, in the month of April, 1893, when an agent of King's Universal Supply called on me and I purchased a sewing machine and signed a contract agreeing to pay for same at the rate of 5s. per month. I read the contract and at the time I well knew that this machine was not a Singer nor was the word or term 'Singer' mentioned by the plaintiffs' agent. Shortly after this, and when I had only paid 5s. under the aforesaid contract, an agent of the Singer Company, giving his name as Swindon, called." That is true?—Yes.

"And told me that King's machine was no good and induced me to allow him to take away King's machine which he said he would return to London Bridge. Believing what he said I consented, and King's machine was returned. The said defendants' agent sold me upon hire one of the Singer Company's machines and gave me credit for the 5s. which I had previously paid to King's Universal Supply, Limited"?—What I understood was that I had the machine cheaper because a young girl had had it before.

Is not this true that he gave you credit for 5s. which you had previously paid to King's Universal Supply, Limited?—No, I cannot say.

Is not that the 5s. that the two receipts are for that you put in your other statement?—The money I paid.

Then what do you mean by saying he gave you credit?—Because he said the machine was really £5 15s.

Then he let you have the machine cheaper?—He let me have it for £5 10s. because a young girl had had it before.

Is this true—"But for the said Mr. Swindon's statements and suggestions I should not have returned King's machine nor broken my contract with them?"—No, because I should not have known about Singer's machine, and I should have had to have it.

Since then you have made an affidavit?—For King's?

Yes?—Yes, I did, because I was frightened.

Mr. Byrne: Your client must know when that statement was signed.

Mr. Hopkinson: He says not. The affidavit I can give you the date of. It is the 18th July, 1895.

You have never made an affidavit for Singer's?—No.

But you made this affidavit, did you not—just look at it and see if that is your signature, and if that was read to you. You remember swearing it?—Yes, I do.

Do you remember Mr. Pearson, the solicitor before whom that was sworn. Do you remember swearing that, and he gave you the Testament?—Yes; I do not know his name though.

You swore that before Mr. Pearson?—I did.

When you swore you did not think you were saying anything that was not true?—I read it down, but I do not suppose I thought over everything I said.

The Testament was brought out, was it not?—Yes.

And you were sworn on the Testament that these statements were true?—I think I was too frightened to think anything about it.

Did Mr. Pearson frighten you?—No; but as I had King's machine I was afraid they would force me to pay for it.

And so you were willing to swear what was not true. You remember the Testament being produced?—Oh, yes.

And you remember solemnly swearing that before Mr. Pearson?—Yes.

Now, I ask you, did you mean to swear what was not true?—I do not think I thought about it.

You thought nothing at all about it?—I do not think so.

Do you remember this statement:—"I, Elizabeth Alice Faulkner, a domestic servant, make oath and say that in the month of April, 1893, I was in service at 8, Waterloo Street, Brighton, when an agent of the defendant company called upon me soliciting orders for sewing machines. He showed me a photo, and told me he represented King's Universal Supply, Limited, of London Bridge." Is that true?—I do not remember seeing any photo.

Do you think you remembered that when you swore this affidavit?—I might have done when I swore this.

"I purchased a machine from the said agent, signing a contract agreeing to pay £4 19s. by monthly instalments of 5s." Your mind was not a blank about that. "The defendants' agent in selling to me the sewing machine did not use the word 'Singer,' 'Singer Improved,' or 'Singer System,' nor did I believe that I was purchasing a machine of the plaintiffs' manufacture. An agent, Mr. Swindon, from the plaintiffs' company, called upon me and took away the defendants' machine and sent it back to London Bridge and sold me one of his company in the place of it. I should not have returned the defendants' machine or have broken my contract but for the interference and statements made by the plaintiffs' agent." You remember all that?—Yes.

And Mr. Pearson read it all over to you?—No.

Did you read it yourself?—Not in front of him. He asked me if I had read it and I said yes, but I had only just glanced down it.

King's have not troubled you for payment for a long time, have they?—Who?

King's.—Oh no.

Re-examined by Mr. Byrne.

Was this affidavit brought to you already written out?—It was.

Had you ever seen a copy of it before?—A copy of that which you have just showed me?

Yes?—No, I do not think so.

You had never seen this before then?—I do not know whether that was the one I signed.

Had you ever seen it on any previous occasion?—No, I do not think so.

Had you ever seen a copy of it?—No, not as far as I can remember.

Were you told Mr. Pearson was coming beforehand?—I was taken to the gentleman, whoever he was. I do not know his name.

Who took you?—I do not know.

Is he in Court?—I do not know.

Was *that* the gentleman (pointing to Mr. Bray)?—No, it was a tall, fair young man who was here yesterday.

(Mr. Leverett was directed to stand up in Court.)

Is that the one?—Yes.

Just tell me what was said when you swore to this. How did you come to go there?—He came to my door and asked me if I would go.

Did he say why?—To save my going to London. That was what he said.

What were you to go to London for. Did you think you would have to go to London?—He told me that perhaps I should have to go to London to appear for them, and if I signed that paper it would save me all the trouble and bother.

How long was he with you?—I was at work and he called several times.

How long a conversation did you have with him?—Only a few minutes, because I only had an hour off from my work to go there and all.

Is that the first statement anybody asked you to sign for King's Supply as far as you remember?—I think it is.

Can you tell me at all what he said to you on this occasion?—Only about signing the paper.

That otherwise you would have to go to London for them on the trial?—Yes.

Did he say it was wanted for any purpose. Did he tell you what it was wanted for?—He said that King's and Singer's were having an action about it.

And what was this for?—He did not say what it was for. I asked him what I had to sign the paper for, and he said there was an action going on, or there was going to be one.

And this was to save your going to London?—Yes.

When you were at Mr. Pearson's office did he read it over to you?—No, he did not.

Do you remember what he said to you?—He said, "Have you read this?"

What did you say?—I said, "Yes."

Had you read it?—I glanced over it. I expect if anybody had read it over and explained it to me I should not have sworn to it.

Now I want to ask you something about the 4s. You told us some other girl had had the machine?—Yes.

And that was the reason given you for taking off the 4s?—Yes, as far as I can remember that was the reason.

You had told your story to the Singer people before this?—When do you mean?

You had told Singer's people about the matter before this?——

Mr. HOPKINSON: I do not think you can ask that.

Mr. BYRNE: Well, it appears very clearly, because it is a week after the particulars.

HARRIET ANNIE WILMOT, sworn.
Examined by Mr. BYRNE.

Have you lately signed any statement?—Yes, I have.

When was that?—It is a long time ago.

Was it this year?—No, last year.

Who asked you to sign this statement. Do you know the gentleman?—Yes.

Is he in Court?—Mr. Dean, of Singer's.

That is our side. Have you signed any other statement?—Yes, I have signed one for King's.

Mr. Justice ROMER: You see she is perfectly impartial.

Mr. BYRNE: When did you sign the statement for King's?—Not very long ago.

How long ago—a week or a fortnight?—Several months ago.

Comparatively lately?—Yes.

Who asked you to sign the statement for King's?—That gentleman there (pointing).

Mr. Bray?—Yes.

Just tell me what took place when he called and asked you to sign the statement.

Mr. Justice ROMER: This is a little irregular, is it not, Mr. Byrne?

Mr. BYRNE: Well, perhaps it is, my Lord, but I do not want to ask the witnesses to say anything contrary to what they have already said.

Mr. Justice ROMER: Had you better not look at the two statements; of course you cannot put in your own statement, but you can see the statement of the other side.

Mr. BYRNE: Yes, I call for the statement. (The document was handed to Mr. Byrne.)

Is this what you signed dated December 19th, 1894 (handing document to the witness)?—No.

That is not it?—No.

Is it your signature to it?—No, I did not sign this.

(The document was put in and marked H.A.W. 1.)

Mr. BYRNE: It is suggested to me that there was something given in June or July, and I should like to know if my friend has got that.

Mr. HOPKINSON: No, I am told not.

Mr. Justice ROMER: Are you sure that is not your signature?—No, sir, it is not.

Whose signature is it?—I do not at all know—it is not mine.

Mr. BYRNE: Is that the statement you made?—No, it is not.

Mr. BYRNE: I call for any other statement signed or supposed to have been signed by this witness. Is there any statement signed by this witness produced?

Mr. HOPKINSON: No, except the contract note (handing it to Mr. Byrne).

Mr. BYRNE: Is that your signature to that document (handing contract note to the witness)?—Yes.

That is your signature?—Yes.

(The contract note was put in and marked H.A.W. 2.)

Mr. Justice ROMER: Let me see the two documents. (The documents were handed to his Lordship.)

Mr. BYRNE: I have another document which purports to be signed by her. Is this your signature (handing a document to the witness)?—Yes, it is mine.

(The document was put in and marked H.A.W. 3.)

Mr. Justice ROMER: I must say this looks exactly like her signature.

Mr. BYRNE: Perhaps your Lordship will allow the witness to look at the original document. Are you quite sure that is not your writing if you had been writing in pencil?—No, this is not my writing.

When you told us about a statement you signed some months ago, that was not the statement you meant?—No, this is not the one.

Can you remember the look of the thing you signed?—Yes, I should know it if I saw it.

Can you remember whether it was in ink or in pencil?—It was in ink.

Are you sure?—Yes.

Mr. Justice ROMER: The one you signed for the defendants?—For King's.

Mr. BYRNE: For *this* gentleman down *here*?—(pointing to Mr. Bray.)—Yes.

Can you try and recall to yourself when it was you signed that statement. Can you give me within a month or so?—I cannot at all remember how long—it was a long time ago.

Now I want to ask you this, do you remember giving an order for a sewing machine to Mr. Gray?—Yes.

You know Mr. Gray?—Yes.

Is that the gentleman—(pointing to Mr. Gray, who was standing up in Court)?—Yes, it is.

Can you remember when that was?—I think it was about July, 1893.

Did Gray tell you who he was employed by then?—Yes, by Singer's.

What was it he sold you?—A Singer machine.

After you bought that machine, did you have it home, or what became of it?—No, he stored it down at the office for me.

Do you remember the same man, Mr. Gray, calling on you later?—Yes.

What did he do on that occasion?—He asked me if I was ready for that machine.

What did you say?—I said yes.

What did he do then?—He gave me a paper to sign.

(The document marked "H.A.W.2" was handed to the witness.)

Was that what you signed?—I do not know.

That is your signature?—Yes, that is my signature.

And did you take the machine?—No, he said he would bring it later on.

Was it brought later on?—Yes, it was brought while I was out.

And left for you?—Yes.

Did he tell you that this machine he was bringing was not the one you originally ordered?—No, he did not say anything about it.

Had you any reason to suppose you were not getting what you originally ordered?—No, I thought it was Singer's. I thought it was the one I ordered.

Mr. Justice ROMER: This will not do, will it. She said the order she gave was for a sewing machine. That was all she ordered. She said the gentleman said he was employed by Singer's, and then he sold her a Singer machine, but she has not said that he made any representation that it was a Singer.

Mr. BYRNE: But, my Lord, that is our case. Your Lordship will find he was in our service at the time, and he did sell her one of our machines. What we are complaining of is that he delivered her another after he had left our service.

What did you do about learning to use the machine?—He said he would call in the evening and show me.

What was the first thing you did—where did you go to then?—I waited till the following Saturday, and as he did not come I went to Singer's.

To their office?—Yes.

Had you seen Gray between the time you bought the machine and the time you went to Singer's office?—No, I had not.

What did you go to Singer's office for?—To see Mr. Gray.

For what purpose?—To see why he had not been to give me the lesson he promised.

Before you went down to Singer's office had you seen any people from Singer's?—No, I had seen no one.

You did not see Gray at the office, I suppose?—No, I did not.

Did you return the machine to King's people?—Yes.

Mr. Justice ROMER: I have heard nothing about the machine yet.

Mr. BYRNE: Your Lordship will remember she said that Gray subsequently came and left the machine and that she used it.

Mr. Justice ROMER: I thought Gray was your man.

Mr. BYRNE: At the time he delivered the machine he had left our service, and he delivered one of their machines. My friend will stop me if I am wrong, but I will just put it to the witness.

I think I understood you quite correctly that Gray called on behalf of the Singer Company and sold you a machine which was not delivered but stored at their office?—Yes.

Then Gray came afterwards and asked you if you were ready for the machine and you said yes?—Yes.

Then he came and left you the machine when you were out and the next thing was that you went to Singer's office for instructions; to see Gray to know why he did not give you the instructions?—Yes.

Mr. Justice ROMER: Yes, I see it now.

Mr. BYRNE: After you had been down to Singer's office you returned the machine to King's?—Yes.

Was that in consequence of what you had heard?—No, it was because I wanted a Singer.

How did you know it was not a Singer which you had?—Because they told me in the shop that he had left their service.

Cross-examined by Mr. HOPKINSON.

You did sign a statement for King's?—Yes.

Who was present when you signed it?—Mr. Gray.

First you signed the agreement?—Yes.

And then afterwards you signed a second one?—Yes.

Who was present when you signed the second statement?—Mr. Witty.

That was for Singer's?—Yes.

Then you signed another statement for King's?—Yes.

Who was present when you signed that?—Mr. Gray.

Did you say Mr. Gray or Mr. Bray?—Mr. Gray—the first one.

But the second one you signed for King's, I mean?—Mr. Bray and another gentleman.

Who was the other gentleman?—I do not know.

You signed the second statement in the presence of those two gentlemen?—Yes.

Mr. Justice ROMER: You signed two statements for the defendants then?—I signed an agreement for the machine and a statement.

Mr. Justice ROMER: When she said just now the first statement she meant the agreement.

Mr. HOPKINSON: Yes, I think so, my Lord.

Now just read through that paper (handing "H.A.W. 1" to the witness). Is what is there stated true?—No, it is not. I did not sign it.

Is what is there stated true?—No. He did not say it was a Singer at the time he brought it, and he did not say it was King's. There was no name mentioned.

Is the statement made on that paper a true statement, whether

you signed it or not?—It is so far true that he did not say it was a Singer and he did not say it was a King's when he brought it.

So far as it goes, is that statement a true statement?—Yes.

Do you remember a photograph being produced when you signed the agreement?—No, I do not remember it at all.

You remember nothing at all about a photograph?—No.

Mr. Justice Romer: It is true that he did not say it was a Singer?—Not when he brought the machine.

Or at any time before?—No, because I thought it was a Singer machine.

Then what is stated here is true?—It is true that he did not say it was a Singer when he brought it.

Or used the term or word "Singer"?—Not at that time.

Mr. Hopkinson: Then the statement you say you signed in ink when Mr. Bray was there—did that say anything different to what is on that paper?—It is quite different altogether.

Are you sure of that?—It was a much longer one than that.

And gave a different story?—Well, I told them he did not say it was a Singer when he brought it.

It was the same in that respect?—Yes.

Do you remember Gray calling to give you a lesson?—Yes.

You made no complaint to him then?—Yes, I gave him the machine back at the same time.

Then do you remember Mr. Cressy calling?—I remember someone calling.

In December, was it not?—Yes, I think so.

Did you make any complaint to him?—No, I had not opened the machine at that time. That was before I went to Singer's.

Did not Mr. Cressy call on you in December?—No, it was the following Tuesday after I got the machine.

Are you sure of that?—Quite sure.

Is that the gentleman you mean (pointing to Mr. Cressy)?—No, he was taller than that.

You have no recollection of seeing that gentleman before?—No, no recollection whatever.

I put it to you that he called on you in December and gave you a warranty slip like that?—No, he gave me an envelope.

What was on it?—I do not know. I never opened it.

Did he leave it with you?—Yes.

What did you do with the envelope?—I put it in a drawer.

Where is it now?—I think I gave it back with the machine.

But you never looked at what was in the envelope?—No.

Did not Mr. Cressy ask you when you would send the first payment to London Bridge?—No, he did not say anything about London Bridge.

Or to King's?—No, he did not mention King's.

Did you not tell him you would do so in January?—No, I do not remember it at all.

Had the envelope which he handed to you an address on it?—No, I do not think so.

You are not prepared to say whether it had or not?—No, I cannot say.

Did you not ask him to ask the agent to call and give you a lesson?—Yes.

You did do that?—Yes.

You made no complaint at all to Mr. Cressy?—No, I had not undone the machine at that time.

Mr. Gray called to give you a lesson?—Yes, after I had been to Singer's.

Did you make a complaint to him?—Yes, I told him that it was not a Singer, and I should not have it.

What did he say to that?—He said I should have to have it.

Was that before or after you made the statement——

Mr. Justice Romer: What do you say Gray said when you said it was not a Singer?—He said I should have to keep the machine.

Mr. Hopkinson: Was that before or after you signed the statement?—Long before.

That was long before you signed the statement for Mr. Bray?—Yes.

How long was it after you had had the machine when you sent it back?—About a week.

At least, you did not send it back in fact?—No, I gave it to Mr. Gray.

Are you sure that was only a week after you had had the machine?—Quite sure.

When was this call of the gentleman who said he would instruct the agent to call and give you a lesson?—It was a few days after I had had the machine.

Who was that gentleman?—I do not know.

Was it the gentleman I have just shown you, Mr. Cressy?—No, I do not remember him at all.

You have no recollection of ever having seen him before?—No.

I ask you whether, when Mr. Bray called, Gray was with him?—He was not with him. He has been once with him.

When they called together, did you not in the presence of them both sign a statement?—No, I did not. They wanted me to do so, but I did not.

Did they not then ask you if you had been deceived?—I do not remember them doing so.

Can you say one way or the other?—No, I cannot, but I do not think they did.

Did you say you had not?—No, I did not.

What did you say if they asked you that?—I do not think they did ask me.

But you are not prepared to swear whether that occurred or not?—No.

Did they not produce a statement and ask you if you would sign it?—Yes.

What did you say?—That I would have nothing to do with it.

Then when was it you did sign a statement?—More than twelve months after that.

In whose presence?—In Mr. Bray's and another gentleman's.

Could you remember the other gentleman if you saw him?—I think so.

Was it Gray?—No, it was not Gray.

And you do not know who it was?—No.

Now upon the machine which you had, was there the word "Universum?"—Yes, but I did not look at it until after I had been to Singer's.

Printed on the machine?—Yes.

Did you get a book of instructions?—Yes, there was a book came, but I did not open the machine till I had been to Singer's.

Who gave you the book?—It was in the cover of the machine.

Wrapped up with the machine?—Yes.

Is it a book of instructions like this with that picture of the machine (handing same to witness)?—I do not know, I did not look at it. I found it was the Universal. I just packed it up and sent it back.

Re-examined by Mr. Byrne.

I think I understand you to say that when Gray brought the machine, he said nothing about it being a Singer?—I was not in when he brought it.

When you gave the order to Gray originally, what was said about the machine you wanted?—There was nothing said, only he asked if I was ready for the machine I had ordered.

When you gave the order originally, what was said?—He asked me if I wanted a Singer machine.

And then you ordered one?—Yes.

Mr. Hopkinson: I do not know whether you put in the other document to compare the signatures. There was another document produced.

Mr. Byrne: They shall be all produced certainly.

Mr. George Witty, sworn.

Examined by Mr. Bullen.

You are a partner in Witty & Sons, sewing machine dealers, carrying on business at Midland Road, Bedford?—Yes.

You were formerly in the employment of the plaintiff company as superintendent of canvassers at Bedford?—Yes.

When did you go into their employment?—July, 1881.

And you left them, I believe, in June, 1893, or 1894?—1894.

While you were at Bedford did you make inquiries as to machines which had been left with Mary Ann Webb, Ellen Fanny Pitts, and Harriett Annie Willmott?—Yes.

Did you see the machines which had been left with these ladies?—No, with the exception of one. I saw one—that was Pitts'.

What machine was that?—It was a King's machine.

King's Universal Supply?—Yes.

You know the man Gray?—Yes.

Was he under your supervision as a servant at Bedford?—Yes.

Can you give me the date at which he was with you?—Well, I think it was from about September, 1892, to September, 1893.

Did he then leave you?—Yes.

Do you know into whose employ he went?—He went for a short time into the employ of the Prudential Assurance Company, and then into the employ of Kings' Universal Company.

Cross-examined by Mr. Hopkinson.

You were asked for a character of Gray after he left, were you not?—Yes.

Do you remember writing and giving a character of Gray to Mr. Cottrell?—Yes.

That was on November the 10th, 1893—that is the character (handing it to witness)?—Yes, that is quite correct.

And that character is quite correct?—Yes, at the time when I gave it.

(The document was marked "G. W. 1.")

You also sent this letter at the same time to King's (handing a document to witness)?—No, I did not. I know nothing whatever about that letter.

Who is Mr. Orrell?—The district manager for the Northampton district. Bedford was a sub-office.

And that letter is in Mr. Orrell's writing?—Yes, I think it is.

That, at all events, is yours (handing another document to the witness)?—Yes, that is mine.

That of Orrell is the 10th and yours is the 3rd November, 1893?—Yes.

Do you know W. H. White?—Yes.

Was he the man you instructed to see that King's machines were turned out?—No, I never instructed him to turn the machines out.

To find out lists of persons who had bought King's machines?—No, he never had any instructions from me to do anything of the kind.

Did you not get a list of persons who had bought machines from King's?—No.

No list?—No, no list from Mr. White.

From Mr. White?—Or any one else.

Do you remember a boy named Pain or Pass?—No, I do not.

Do you remember nothing of a boy being hired and sent round to find out where King's machines were?—No, I do not.

Do not you remember his being called at the other trial?—I remember his being called, but I do not remember any instructions; in fact, he had none from me.

Mr. Justice Romer: How came you to say on November the 4th that Gray left your service in a perfectly straightforward manner by giving a week's notice required?—Yes, he did.

And then you say on the 10th that "he only worked for us for twelve months, and as we asked him to resign we could not recommend him to you"?—He resigned. What I mean by leaving in a perfectly straightforward manner is that he gave his week's notice and left.

How came you on the 4th, to Mr. Cottrell, to speak in the highest possible terms of him, and on the 10th to tell the defendant company, "Respecting this man I beg to say he only

CAUTION.

Whereas, in an action brought in the High Court of Justice (Chancery Division) by *THE SINGER MANUFACTURING COMPANY* against a firm who offered for sale Sewing Machines not made by *THE SINGER MANUFACTURING COMPANY* as "Improved Singer Machines" and "————'s Improved Singer Machines," Mr. Justice Romer gave judgment in favour of *THE SINGER MANUFACTURING COMPANY* and restrained the defendants from using the trade name "Singer" in any way calculated to deceive.

And whereas *THE SINGER MANUFACTURING COMPANY* have received from numerous dealers who have also wrongfully used their trade name "Singer" apologies and undertakings not to again use the name in a manner calculated to deceive, and have paid damages and costs,

Notice is hereby given that *THE SINGER MANUFACTURING COMPANY* will proceed against all persons using their trade name "Singer" contrary to the said judgment of Mr. Justice Romer or otherwise wrongfully.

GILBERT D. WANSBROUGH,
6, Old Change, London, E.C.

Solicitor to *The Singer Manufacturing Company.*

worked for us for twelve months, and as we asked him to resign we could not recommend him to you"?—I could not recommend him because there had been this trouble with regard to the machine.

What, between the 4th and the 10th?—Yes.

Mr. Hopkinson: Do you mean to say that that is the reason?—Yes.

Then let me look at your first letter about it?—It was not a question of his honesty or anything of that kind.

You gave evidence in the other action?— Yes.

Do you remember a list being produced that had been made on behalf of the Singer Company of persons who had received the King's machines?—Yes.

Mr. Byrne: You should put it to him that it was an action brought against the Singer Company and himself.

Mr. Hopkinson: I am quite willing to do so.

The action was against the Singer Company and you?—Yes.

And you were ordered to pay damages?—Yes.

Mr. Bullen: 40s.

Mr. Hopkinson: Is not that a list (handing it to witness) of King's customers that was made out for you?—No, sir, it was not made out for me, and I never saw this list.

Who was it made out for then?—Mr. White, I suppose, made it out for his own benefit, but I never saw this until it was produced at the last trial.

Do you mean to tell me that he made that out entirely for his own benefit?—Decidedly.

Did not you go and call on a number of those people?—No, I did not.

With White?—Not on a single one of them.

Did you call on any of King's customers?—Not with White.

But did you call on any of King's customers?—No, with the exception of two or three where the trade name had been made use of to get information.

Only on two or three?—Yes.

You were the district manager at Bedford?—Yes.

And you were responsible for the course of business there?—Yes.

And it was with reference to that course of business that Lord Esher used the words that it was malicious and wicked?—Yes.

And in respect of which damages were awarded by Mr. Justice Mathew against the company?—Yes.

And you were ordered to pay the costs, but the company paid them for you, I suppose?—Yes, I suppose so.

The order went against you both?—Yes.

Mr. Byrne: You are no longer in the Singer Company's service?—No.

Mr. Hopkinson: But the costs and damages in that action were given against you and were paid by the Singer Company?—Yes, they were.

Mr. Byrne: Then that, my Lord, is our case.

Mr. Hopkinson: I do not propose to trouble your Lordship at any great length in opening my case.

Mr. Justice Romer: I am bound to say that I am not much impressed by the evidence that has been given, but perhaps you would like, for your own sake, to call your witnesses.

Mr. Hopkinson: I should like to do so, my Lord, with regard to these cases. Mr. Bray is substantially the King's Company. He has had some trouble in his past life, and he would like to be able to prove up to the hilt that, as regards the business of this company, he being substantially the person mainly interested in the company, he has conducted it with the most strict desire to avoid the use of the word "Singer." As a matter of honesty and interest, he wishes to introduce these machines to the public as is stated on these instructions, as having been made in Germany, and he wishes to sell his own machine as the King's Universal. It would be against his interest in every way to use the word "Singer." I will go into some of these cases and follow the order of the instances that have been given. I am sorry that Mrs. Baines is not here, but I can call one person who was present at the interview. I think your Lordship has all the documents before you. I have not commented on those in detail. There is the form of warranty which is absolutely conclusive against the Singer Company. I need not trouble your Lordship with that.

Mr. Justice Romer: No, I quite follow all that.

Annie Maria Carre, sworn.

Examined by Mr. Rufus Isaacs.

Are you at present living in Jersey?—Yes.

Were you living there with Mrs. Baines at the time when someone called about a sewing machine?—Yes.

When she purchased a sewing machine in the beginning of 1893?—Yes.

Were you present when the sale was made?—Yes.

Were you present when the conversation took place?—Yes.

We have heard that Mrs. Baines, Mr. Markwell, and Mrs. Hamling, your sister, and yourself were present. That is in the deposition?—Yes.

They were all the persons present?—Yes.

Was it your sister, Mrs. Hamling's house?—Yes.

Could Mrs. Hamling hear sufficiently well?—She could.

And during this conversation that was taking place, could Mrs. Hamling hear what was taking place?—Yes, quite as well as myself.

Has she been in London with you for the purpose of giving evidence in this case?—Yes.

And has she had to go back in consequence of her bad state of health?—Yes.

Mr. Rufus Isaacs: My Lord, we thought it was not desirable to send out another commission to Jersey to take the evidence, but the witness was quite unable to remain.

Mr. Justice Romer: Very well.

Mr. Rufus Isaacs: Was the reason that she was expecting her confinement?—Yes.

We have a medical certificate if necessary. When Mr. Markwell called, tell my Lord what took place so far as you recollect?—He came in to see Miss Le Blanq about a watch which she had bought, and then he had a book of machines, photographs, and he asked us if we would have any. I said I did not want any as I had one, but Mrs. Baines might take one, and she agreed to take one from Mr. Markwell.

Was there any reference made at this interview to the word "Singer"?—No.

Were you present when Mrs. Baines signed the agreement or paper. It is one of the documents exhibited to the deposition of Mrs. Baines. M.B.I. is the mark upon it. Do you remember seeing her sign a paper?—Yes.

Mr. Byrne: Will you forgive me for a moment? I think I can shorten this very much. I have heard the intimation which your Lordship has given. Your Lordship has heard our witnesses. I appear on behalf of a great company, and they do not desire to press the Court to decide the case. Having heard the evidence they think that it is a doubtful case.

Mr. Justice Romer: That is quite right.

Mr. Byrne: Therefore we submit to have the action dismissed with costs.

Mr. Justice Romer: That is quite right. That is just the course I should think such a company as this would take under the circumstances. I am very glad to hear it.

Mr. Hopkinson: My Lord, there was an interlocutory application for an injunction. The costs will include the costs of that motion.

Mr. Justice Romer: Yes, they will be costs in the action.

JOTTINGS

Messrs. T. & J. Butterworth have removed from 22, Tulketh Street, Southport, to No. 12, in the same street.

The White Sewing Machine Company are erecting a large factory in Cleveland, Ohio, for their new department, that of cycle manufacture.

The Vertical Feed Sewing Machine Company are also erecting a cycle factory near their works in Dayton, Ohio.

Mr. Wm. Dale, dealer in sewing and washing machines, prams, &c., has removed from 12, Tulketh Street, to 4, Princes Street, Southport.

Hutchin's Domestic Supply Company, Limited, is being wound-up, and the Atlas Furnishing Company, of Cardiff, are taking over their business.

The Waverley Supply Stores, Limited, has just been formed with a capital of £10,000, in £5 shares, to deal in sewing and washing machines, perambulators, cycles, &c.

Mr. C. W. Davis, of the Williams' Sewing Machine Company, returned to the States last month, after successfully arranging a number of agencies on the Continent.

In referring to the Vertical Feed Sewing Machine Company's Belgium agent, last month, we gave the address wrongly. Messrs. Gustave Story & Co.'s shop is at 133, Rue Neuve, Brussels.

We are pleased to hear that Mr. William Ivey, domestic machinery dealer, Barking Road, E., has been re-elected an alderman for the Plaistow Ward of West Ham, after a hotly-contested fight.

We much regret to announce the death, rather suddenly, of Mr. Thomas Weatherhead, which occurred last month. The deceased was for many years a manager of one of Singer's London depôts, and subsequently, about four years ago, started in business as a domestic machinery dealer, and had been, we believe, very successful.

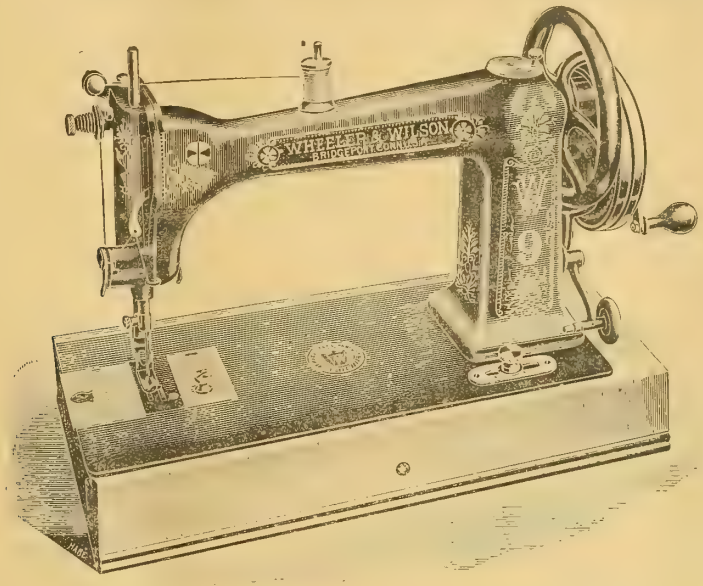
Harriet E., widow of the late Allen B. Wilson, of Waterbury, the inventor of the Wheeler & Wilson sewing machine, died recently in Milford, Conn., aged 65, from the effects of a paralytic shock. She had been living in Milford several years. She leaves one child, Mrs. H. M. Merwin. She was buried in Riverside Cemetery, Waterbury, Conn.

The export of sewing machines from the port of New York—declared value—for the ten months ending with

A REVOLUTIONARY MACHINE.

Startling Reductions in Prices to Dealers!

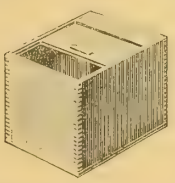
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THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin in Position.

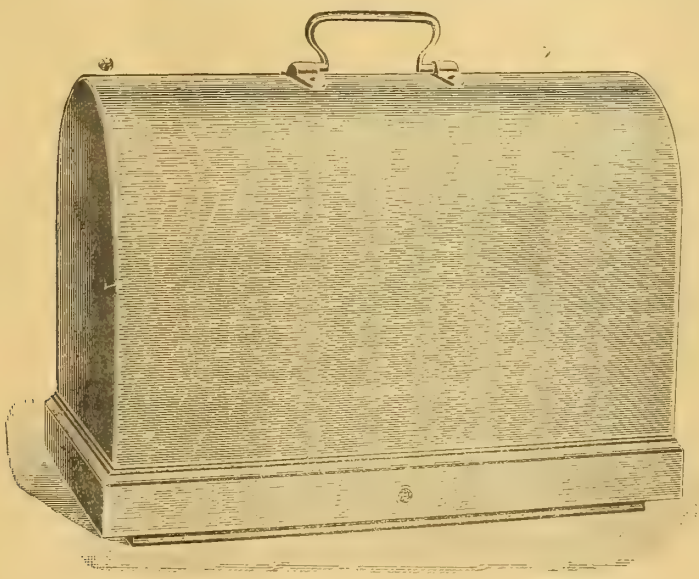


REVOLVING SHUTTER BOX.
For Accessories and Attachments.

THE IMPROVED SILENT ROTARY HOOK.



Showing Bobbin Out.



The Cover for above Machine.

WHEELER & WILSON MANUFACTURING Co.,

6 *to* 11, *PAUL STREET, FINSBURY, LONDON, E.C.*

October, exceeds, says the *Times*, the value for the corresponding time in any year of which we have record except 1890, and falls but little below that. If the average gain for the year continues until January this year's total will exceed that of 1890.

Mr. J. T. Jackson, house furnisher and dealer in prams, mangles, sewing machines, &c., of Leeds, and some twenty other towns, has turned his business into a company, with a capital of £80,000. The profits of the business have reached £6,000 per annum for several years past, and the sum paid to the vendor of the company was £74,000, of which £34,000 was in cash.

Pledging by travelling agents has been so common of late that a movement is on foot by employers not to engage the services of any agent or canvasser who cannot fulfil the requirements of a guarantee society. A well-known insurnce company has now under consideration the question of undertaking this class of fidelity insurance, of which we may have something further to announce in our next issue.

The *Nahamaschinen Bazar* is circulating a petition to the Imperial Commissioner of Patents praying for the annulment of the registration of the name Singer as a trade-mark. In a conspicuously displayed editorial it urges readers to sign and aid in the cause. At the same time it advises them to respect the mark as long as it legally remains. The German law now imposes a severe fine and imprisonment for infringing trade-mark rights.

Samuel Frier Rix, of German birth, and for some years manager of the South Chicago branch of the Singer Company, has just been extradited from Germany on a serious charge. He is alleged to have embezzled several thousand dollars of his company's money. Rix denies the charge, and says that all he did was to treat cash sales as hire payments, because of the depression in trade and his desire not to be hard on the company's hirers by repossessing the machines.

Messrs. Hastings, Limited, have had a large poster specially designed for them by Mr. Harold Speed, who for some years has exhibited in the Royal Academy. The poster measures 7 ft. by 5 ft., is printed in four colours, and represents a housemaid turning a mangle near an open window, and a policeman is discovered leaning forward and kissing the maid, whilst she is unconsciously but surely drawing through the rollers of the mangle a cat.

Last month, at the City of London Court, Mr. Wm. Quait, of 11, Vine Street Circus, Minories, claimed £8 for a washing machine supplied to the defendant, trading as Wilson's Laundry Company, 101, Marlborough Road, Chelsea. The defendant's case was that there was no sale of the machine to him. The plaintiff was making the machine, and if it was successful it was to have been patented by the plaintiff and defendant, and the profits divided. This was denied. The jury found for the plaintiff for £4.

John Berry, superintendent of the National Needle Works, died at his home in Springfield, Mass., October 10th. He had been a resident of Springfield for thirty years, and was in the employ of the needle works twenty-four years. Mr. Berry was of English birth, settling in America at the age of ten. He worked in the Grover & Baker sewing machine factory, in Boston, and in other works, as a skilled mechanic before engaging with the needle works. He was sixty-two years old at the time of his death, and leaves a widow and three children.

Patents

The following list has been compiled expressly for this Journal by Messrs. G. F. Redfern & Co., Patent Agents, 4, South Street, Finsbury, London, E.C.

Applications for Letters Patent.

19,536. J. C. Taft, improvements in sewing machines.

19,780. F. W. Pare, improved means for and methods of knitting, applicable to straight and parallel bar latch needle knitting machines.

19,797. G. F. Sturgess, improvements in knitting machines and methods of knitting.

19,842. F. W. Mugford, improvements in button-hole sewing machines.

19,894. J. B. Seel, improvements in tuck sewing machines.

19,939. W. C. McEwen, improvements in and relating to mail carts and carriages for children.

19,981. H. S. Ellis, improvements in sewing machines.

20,199. L. G. Russell, improvements in studs for hood-joints for perambulators.

20,344. R. R Thom, a folding perambulator.

20,365. W. H. Inslee, a communication from the Singer Manufacturing Company of U.S.A., improvements in carpet sewing machines.

20,373. A. D. Smith, improvements in sewing machines.

20,409. G S. Hill, improvements in sewing machines.

20,879. G. H. Colley and The Weeks Colley Manufacturing Company, improvements in sewing and other machinery.

20,915. W. Spiers and T. S. Grieve, improvements in knitting machines.

20,946. J. Tripp, improvements in rotary take-ups for sewing machines.

21,001. J. H. Woodward and F. Shaw, improvements in circular knitting machines

21,009. P. Persson, improvements in or relating to knitting machines.

21,210. E. Cornely and R. Cornely, improvements in embroidering machines.

21,289. S. T. Fawcett, D. Simpson, and J. J Simpson, improvements in or connected with children's carriages.

Abstracts of Specifications Published.

Price 8d. each.

20,644. *Two-reel sewing machines.* D. Flanagan, of Clayton-le-Moors, Lancs. Dated October 20th, 1894.

Consists: Firstly, of improvements in the loop carrier or hook which carries the thread from the needle round the reel case or loop former. Secondly, of improvements in the reel case and appliances connected therewith, whereby a portion of the thread forming the loop is retarded, so that less thread is carried round when forming loops. Thirdly, of improvements in appliances to be used in combination with reel carriers of sewing machines, the object being to allow of the required amount of tension or drag to be put upon the bobbin or reel, irrespective of the size of the latter.

20,813. *Multiple Needle Sewing Machines.* J. Chappell and F. R. Rossiter, of 24, Basinghall Street, London. Dated October 30th, 1895.

Relates to machines for sewing two or more lines of stitches simultaneously, the object being to provide means whereby the distance apart of the lines of stitching may be varied without altering or affecting the feed mechanism.

24,660. *Knitting Frames.* C. Hughes, of Spon Lane Board School, West Bromwich. Dated December 19th, 1894

Consists of a device whereby various articles, such, for example, as cuffs, mittens, sofa-blankets, antimacassars, scarfs, vests, clouds, petticoats, &c, may be knitted by hand, the device being particularly adapted for use by children in elementary schools as a varied occupation to fulfil the requirements of the educational code.

2,923. *Knitting Machines.* W. S. Ward and H. F. Lancashire, both of Nottingham. Dated February 9th, 1895.

The improved apparatus is applicable to the Aiken machine, and consists in employing an additional thread carrier and set of inclines, thus converting the machine into a two-feeder machine and in arranging two needles one on each side the head to enable them to be raised or lowered when required by additional inclines operated by the usual narrowing wheel.

United States Patents.

Issued and Dated October 15th, 1895.

547,866. J. C. Taft, Providence, R.I., carpet sewing machine.

547,867. J. C. Taft, Providence, R.I., sewing machine.

547,902. S. T. Stiles and C. E. Drew, Woonsocket, R.I., knitting machines.

547,919. F. L. Goodrich and R. S. Barnum, Chicago, Ill., tuck creaser or marker for sewing machines.

547,947. R. S. Barnum, Chicago, Ill., ruffler for sewing machines.

547,961. F. W. Merrick, Boston, Mass., groove-cutting attachment for sewing machines.

Issued and Dated October 22nd, 1895.

548,205. W. R. Johns, Rockford, Ill, knitting machine.

548,206. W. R. Johns, circular knitting machine.

548,212. C. F. Lord, Cornish, Me, lap seam attachment for sewing machines.

Issued and Dated October 29th, 1895.

548,834. A. D. Smith, St. Louis, Mo., sewing machine.

548,736. E. B. Allen, Elizabeth, N.J., machines for sewing long lengths of fabric.

548,877 G S Hill, Haverhill, Mass., sewing machine.

548,946. W. H. Zeilers, Philadelphia, Pa.

548,984. J. Haas, Eibenstock, and R. Linty, Berlin, Germany, embroidering machine.

A "SEND-OFF" TO MR. BRADBURY.

On Monday last, a number of members of the trade invited Mr. Charles Bradbury to a complimentary dinner.

Mr. Samuel J. Sewell, on being voted to the chair, said that it was not proposed to spend the evening in speech making, but those present had met together with a special object, viz., to let their guest know that he would leave behind him, on starting for his long journey, many friends who were sincerely interested in his welfare. It was necessary that one toast be given, and as that had been entrusted to him it might be well to state in passing that the dinner had been hastily summoned owing to Mr. Bradbury's hurried departure, otherwise many more trade and social friends would have been invited, and would, beyond doubt, have attended. (Hear, hear.)

No doubt, continued Mr. Sewell, all present had their own reasons for respecting Mr. Bradbury, but his ten years of acquaintance with that gentleman had forced upon his mind the fact that he was a man of sterling character. (Hear, hear.) He could never picture to himself Mr. Bradbury telling a lie or misrepresenting the quality of the goods he had for sale. In these days of fierce competition and lax commercial morality this was not a little remarkable, and yet their guest had not by any means been unsuccessful as a salesman ; indeed, few men had sold so many sewing machines as Mr. Bradbury. Many of those present who belonged to the sewing machine trade well knew that their guest commenced his career in the trade at an early age. When but four years old young Charles had the run of the Bradbury factory at Oldham as a play-ground, and before he reached his teens was instructed in sewing machine manufacture. Later on he was sent to the Continent to learn French and German, subsequently acting as traveller for the Bradbury machines in several European countries. For the past twelve years he has acted as British wholesale agent for one of the oldest German sewing machine manufacturers, Messrs. Grimme, Natalis, & Co., which post he has just resigned. So much for the past, from which it is clear that Mr. Bradbury commenced life in the oldest factory of its kind



MR. CHAS. BRADBURY ON AN 1870 "BONESHAKER."

in Europe, and subsequently transferred his services to one of the oldest and most respected German makers, and has had, perhaps, the most varied experience of any one in the trade. He can not only talk sewing machines in English, but also in French, German, and Spanish, and so apt has he hitherto been in acquiring whatever knowledge is required for his business, that probably on his return from India a knowledge of Hindustani will also be numbered among his accomplishments. He further could, if necessary, go into the factory and give a hand as a mechanic as in the days of his youth.

Mr. Bradbury is now in the prime of life, and it is no light matter to make a change after thirty years in the trade. But he had one more experience open to him—he had not represented an American firm. He accordingly engages with the White Sewing Machine Company to make a business trip to Spain, Algiers, Tunis, Egypt, India, &c., and thus he may be said to have run through the whole gamut of the trade—British, German, and American. He certainly occupies a unique position in the trade. (Hear, hear.)

Mr. Sewell went on to say, amid applause, that he was sure all present were pleased to know that Mr. Bradbury had engaged himself with so eminent a firm as the White Company, who were one of the largest and most respected concerns in the world. Mr. Bradbury was to be congratulated upon securing an appointment with this company, and many of those present would, no doubt, think that the White Company were to be congratulated upon securing the services of so experienced and conscientious a traveller as Mr. Bradbury. (Hear, hear.)

Mr. Bradbury would not only sell sewing machines but also cycles, and considering that he used to ride a "boneshaker" twenty-five years ago, when the cycle was in its infancy, he cannot be said to be unacquainted with this new and flourishing branch of industry.

Passing to Mr. Bradbury's social qualities, most of those present knew that he was a master of several musical instruments, and his absence will be much missed in many quarters where he has acted as pianist or singer. (Hear, hear.) He, the Chairman, now asked them to charge their glasses, but before giving the toast one or two gentlemen present wished to say a few words.

Mr. James A. Jackson here desired to express his high appreciation of Mr. Bradbury's character, and as a personal friend of long standing he wished him God-speed. (Hear, hear.)

Mr. Alfred Inch said that he only knew Mr. Bradbury on a social footing, and he should deeply feel his long absence and long for his safe return. (Hear, hear.)

Mr. W. J. Harris said that his acquaintance with Mr. Bradbury extended over sixteen years. He had known him under all sorts of conditions, had bought machines from him for many years past, and he had always found



MR. CHAS. BRADBURY ON AN 1896 "WINCYCLE."

him a man of honour and a right good fellow. He wished him from his heart every success in selling sewing machines to blacks, and was glad that he was being sent out by Mr. George Sawyer, who was a man he highly respected. (Hear, hear.)

The Chairman then put the toast, "A safe, pleasant, and prosperous journey to Charles Bradbury," which was received with musical honours.

Mr. Bradbury, in reply, said that he was no speaker, but he felt deeply touched by this spontaneous expression of their respect and goodwill. He did not think he at all deserved what had been said as to his merits. Those present who had visited the Continent at times to push business would realise what an important and arduous journey he had undertaken, but he was determined to do his utmost for the company who had engaged his services. With a view to opening up some new business in sewing machines and cycles in British India, he would proceed to the East by stages, taking *en route* part of Spain, Algeria, Tunis, Malta, and Egypt. As suggested by Mr. Harris, it might even fall within his coming duties to interview the "black man," and to endeavour to persuade him, not exactly that "black is white," but that the "WHITE (painted black) IS KING."

Mr. Bradbury concluded by expressing his sincere hope that the journey would be productive of good results to the firm he had the honour to represent, and by wishing all present a happy and prosperous New Year.

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AS SUPPLIED

TO ROYALTY AND THE ELITE OF EUROPE.

Every Instrument fitted with our Patent Mouse-Proof Pedals,

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HARROP'S
DOUBLE RALEIGH CAR.

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The Most Improved Combination in the Market.

BABY CARRIAGE AND MAIL CART COMBINED.

Convertible to 3 Positions.



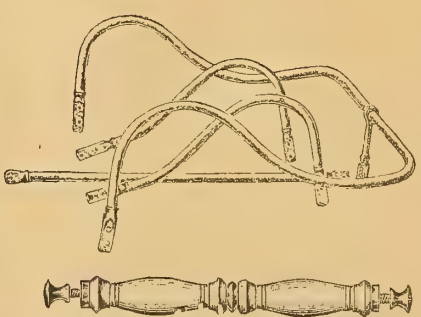
The demand for this Combination far exceeds any previous Sale.

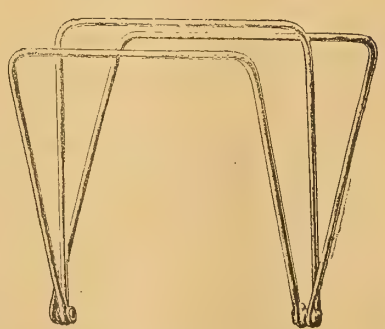
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Lists sent on Application.

55, TIB STREET (off OLDHAM STREET),
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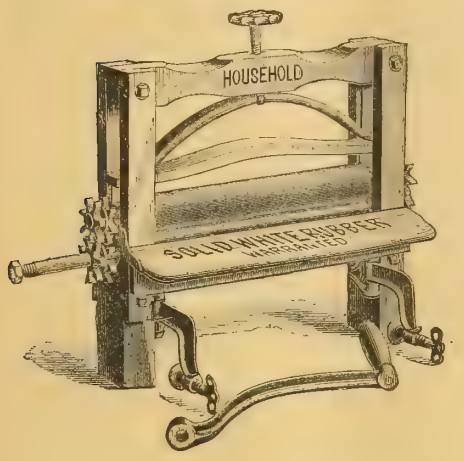
W. FOSTER & CO.,

46, BARR STREET, BIRMINGHAM.

The Largest Makers in the World of Perambulator Fittings.

THE

"HOUSEHOLD" CLOTHES WRINGER.



SPECIAL FEATURES.

The "HOUSEHOLD" WRINGER is manufactured exclusively for the Hire-Purchase Trade, and will not be supplied to any but *bona-fide* Hire-Purchase Dealers.

The "HOUSEHOLD" WRINGER is made throughout of the very best materials and can therefore be specially recommended for sale on the Hire System.

The Rollers of the "HOUSEHOLD" WRINGER have a covering of Solid Rubber, half an inch thick, which is vulcanised on the shaft and cannot be removed except by cutting it off.

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Considering the quality of the materials used, the "HOUSEHOLD" WRINGER is the cheapest in the market.

This Machine is now fitted with BRASS BEARINGS without extra charge.

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PRAM TYRES.

We have a large Stock of TYRES ready for delivery, in $\frac{1}{2}$ in., $\frac{9}{16}$ in., and $\frac{5}{8}$ in. for Wheels 12 in. to 26 in. Price 10d. lb. 28 lb. lots at 9d.

Send size of wheels when ordering.

TYRE CEMENT, Extra Quality, 9d. lb.

OIL.

4 oz. Bottles		24s. 0d. per gross
$2\frac{1}{2}$ oz. ,,	...	18s. 0d. ,,
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NOTICE THESE CHEAP LINES OF

WRINGERS.

'STAR," Iron Frame, 10 in., 8s 6d.; 11 in., 10s.; 12 in., 11s. 6d.

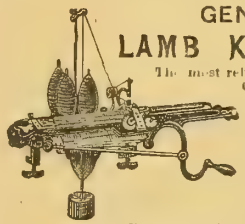
Champion, Iron Frame, 12 in., 11s. 6d.; 14 in., 14s.; 16 in., 16s.

Royal, Wood Frame, 10 in., 9s. 6d.; 12 in., 12s. 6d.

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LAMB KNITTING MACHINE.

The most reliable and most easy running Stocking and Glove Knitter in the Market.

SWISS KNITTER.
EUROPEAN KNITTER.
CHEMNITZ KNITTER.

For all kinds of Garments, with special automatic attachments.

BIERNATZKI & CO.,
118, MANSFIELD ROAD, NOTTINGHAM.

THE NEW

PREMIER KNITTER,

With Patent Locks, is the Best Machine

For making Seamless Stockings, Socks, Gloves, Combinations, and other Garments in Ribbed or Plain.

Thousands of Ladies are earning good Incomes at their own homes by using this Machine.

Prices, Samples, and other information on application to

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Agents Wanted where not represented.



Section

THE STANLEY SHOW.

The nineteenth annual exhibition of cycles, &c., known as the Stanley Show, was opened at the Agricultural Hall on the 22nd ult., closing on Saturday last. As in former years, we do not propose to deal with each of the exhibits separately, but to refer to the exhibition as a whole, as being more useful and instructive to our readers. We might say, in passing, that both as regards the number of cycle exhibits and the sales effected the present shows no falling off as compared with previous exhibitions

FRAMES.

With a few trivial exceptions it may be stated that the

safety frames were identical in design and size; the tendency towards larger tubes which we noted at the last Stanley was well maintained in the Show just closed. We also observed that most makers had adopted the narrow tread. As to the wheels, the ranks of those who favour wheels of equal size have been considerably increased in spite of the fact that a 30 in. front wheel, in the opinion of most riders, ensures less vibration to the hands than one of 28 in. In handle-bars there were many novelties, but the tendency to bend them upwards was more noticeable than at former exhibitions. We do not think that, speaking generally, many of the makers have cared to any extent to reduce the weight of their machines, except as regards ladies' safeties, and the latter machines, which were on show in greater numbers than formerly, were certainly capable of a reduction in weight without impairing their efficiency and durability. A very large number of ladies' safeties had two cross-truss tubes in the bottom stays.

Aluminium Frames.

A very decided attempt seems to have been made to popularise aluminium frames, and these were to be seen both in an unfinished and complete stage. Of course, machines so constructed are lighter than if made of steel; indeed, 26 lbs. was the maximum weight on show, and there were samples shown scaling no more than 15 lbs. One advantage in the use of aluminium is its non-liability to rust or deteriorate in appearance, but since this metal is to a considerable extent associated with the word "monopoly," and the trade have to suffer already quite enough from this as regards tyres, it seems to us that aluminium is not destined to be at all popular, at least for some years to come.

The Bi-Tri-Cycle.

The above was one of the principal novelties at the Show, consisting as it did of the application of a second front wheel and a second fork with an intervening distance of some 3 in. The idea of the inventor is to prevent side slip and to approximate to the ordinary tricycle so far as stability is concerned. We do not expect to again make its acquaintance at the Stanley Show.

The Simpson Chain.

The above, of course, was the great centre of attraction to all visitors. We took the opportunity of asking numerous riders what they thought of the invention, but not one of them had a good word to say in its favour. It is certainly unsightly, and to confine it within a gear-case, which is absolutely necessary, is almost equivalent to covering up one half of the machine, with, obviously, an attendant disadvantage on windage grounds. We say no more at the moment, as a contest to determine whether or not there is any merit in the invention is in prospect.

Foreign Machines.

There were more foreign-made cycles on show than in any previous year, mostly American and French. We cannot say, however, that they embodied a single merit over their competitors. It is a curious thing to state, but, practically, no foreign manufacturer of cycles has yet contributed a single valuable idea in connection with cycle construction.

Saddles.

We expected more novelties in saddles than have hitherto been shown, but were somewhat disappointed. One saddle on show, constructed of two movable parts, will, possibly, find a number of patrons, but, speaking generally, the old style unyielding saddle will be mostly in vogue.

Tyres.

There were some eighteen different tyres on show, but for most of them there is absolutely no market, which is a great misfortune for the trade. It has for long seemed to us inexplicable why cycle manufacturers and dealers should not make up their minds to support some of the minor tyre companies instead of doing all they can to keep up the Dunlop monopoly. It is monstrous that year after year the Dunlop shareholders should receive 50 per cent. dividends which, plus the enormous managerial and advertising expenses of the company, discloses the fact that the tyres cost to make but one-third of the price charged for them. Enterprise and ingenuity certainly deserve a substantial return, but, practically, every Dunlop tyred safety costs £2 more to the public than it need do were prices more reasonable. As to the 1896 Dunlop, the tyre itself is practically unaltered, the only difference being that the patent fabric, for some time in use for racing purposes, is now also applied to roadster tyres. Another alteration is an improvement in the valve. The new Clincher tyre is lined with a special fabric, which is said to be non-puncturable. The Scottish tyre and the Beeston have been improved, and are worthy of examination. We much fear, however, the Dunlop Company will command even a larger percentage of the trade in the coming season than they have in the past.

Perambulator Section.

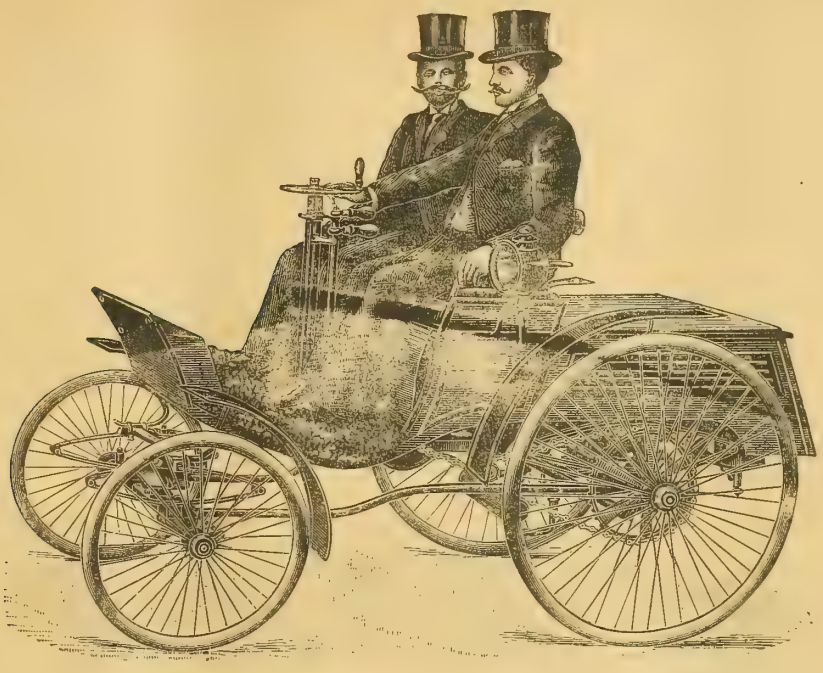
There were no less than five exhibitors of perambulators, the largest number on record. The Star Manufacturing Company occupied their well-known position under the clock, and made their stand equally as attractive as in former years. We counted upwards of 50 carriages and cars, no two of which were alike. Many of the carriages were upholstered in new shades of leather, among which a new green was particularly noticeable. We reserve until our "Buyers' Guide" full details of this company's novelties, but we might state in passing that several of their last season's favourite designs are receiving increased care so far as regards fine lining and finishing, and without extra charge. As to cars, an improvement has been effected in the method of hinging the handles, also in the bed arrangement. Judging from a careful inspection of this stand the Star Company will, at the commencement of the season, be able to offer the trade as many useful and taking novelties as in former years, despite the fact that it becomes increasingly difficult to satisfy the demand for new styles.

Messrs. Stone & Co. occupied the same position as last year with a serviceable array of carriages, carts, and strong toys.

At the opposite end of the Hall, Messrs. Lloyd & Co., Ltd., of 22, Featherstone Street, E.C., for the first time at this show exhibited carriages and carts. They occupied a spacious stand, and certainly beat their record as regards careful workmanship and finish. We understand that this firm were highly pleased with the business done, particularly as regards the sale of their "Babi-cab." As most of our readers are aware, this is built somewhat on the lines of a hansom, but an improvement has just been made in the front, which requires an engraving to do it justice. The shafts are now fitted with a new folding arrangement which is highly effective. This car can also be had in wicker. We particularly noticed a new form of C spring, of which we shall have something further to say at an early date. Of course this firm exhibited their "Mikado," "Bamlouba," "Cabinet," and "Jap" cars, which are general favourites throughout the country.

Another exhibitor of perambulators for the first time was the well-known firm of James Lloyd & Co., of Hurst Street, Birmingham. Their principal novelty was a new style of handle for mail-carts. It is called "Ivoryite," and has just been patented by this firm, who confidently expect that it will be in great demand during the coming season. It closely resembles genuine ivory, and is exceedingly pleasing alike to the touch and the eye. Of course it adds to the cost of a mail-cart, but not enough to prevent its adoption in the case of high-class cars.

Mr. L. L'Hollier, of Birmingham, had two stands, one devoted to a good assortment of perambulators and cars, and another to Rogers' patent "Horseless Carriage." No doubt this class of invention has a great future before it, and Mr. L'Hollier is to be congratulated upon having secured the sole agency for the United Kingdom for this ingenious invention. Our readers can form a good idea of this patent from our illustration, but a few details may not be uninteresting. The inventor claims that the carriage will travel at the rate of from eight to thirty miles an hour, the motor is enclosed at the rear, and the benzine is stored in a tank at one side, from where it is conducted by a small pipe to the vaporiser. Thence it passes to the cylinder, where it is ignited by means of an electric spark derived from a storage battery located under the seat of the carriage. This motor can be instantly started by simply turning on the electric current, and we are told that the carriage



L'HOLLIER'S HORSELESS CARRIAGE.

will run 125 miles at an expenditure of from 3 to 4 gallons of benzine. Not only can it be instantly started, but equally as rapidly brought to a dead stop and steered as readily as a tricycle.

The Sewing Machine Section.

The sewing machine section showed a considerable falling off in patronage, there only being one exhibitor as compared with five at the previous Stanley Show. But this to a large extent was atoned for by the fact that now for the first time the trade had an opportunity of examining the Daniel Jones two-reel machine, which has only just been perfected.

An inventor who in these sceptical days applies himself to constructing a two-reel sewing machine has a deal of opposition and prejudice to overcome, but it should be remembered that Mr. Daniel Jones has been engaged on the task upwards of fifteen years. It is now about eight years since Mr. Jones showed us his first crude machine, and nearly four years since the Two-Reel Lock Stitch Sewing Machine Company was formed to manufacture machines under the Jones' patents. In the meantime more has been accomplished than the trade wot of. One of the best-arranged factories we have ever visited has been built at Nechells, Birmingham, with ample provision for quadrupling its output as trade increases, and a complete range of tools and plant—most of it made on the spot—is now in position, and the manufacture of machines for the market is now going forward without the slightest hitch. All this has taken time, and has cost, we understand, some £50,000.

From the foregoing our readers will understand that in spite of previous failures the Two-Reel Company have every confidence in being able to prove to the world that not only are two-reel sewing machines possible, but that all the difficulties in the way have been removed.

Mr. Jones has always appeared to us to be an enthusiast, but this has not prevented him from realising that to merely dispense with the winding of bobbins is not sufficient—the machine must be built as cheaply, and be as durable, as existing machines, and it must not injure the thread more than its competitors. Nearly a whole year has been taken up in reducing the cost of the hook, which can now be produced at one-fifth its original cost, and for six months, we are told, a machine has been running at high speed in order to find out what were its weak parts.

It is not our present intention to give a technical description of this machine, as we propose to go fully into the subject at an early date and give sectional views of the whole of its mechanism. It goes without saying that the best proof as to whether or not the machine punishes the thread is to run it at a high speed. We can bear witness to having seen it at the factory running at 2,187 stitches per minute upon all kinds of fabrics, passing from thick to thin, and using an ordinary commercial reel of thread, procurable at any draper's, and with the result that the sewing was faultless, and the machine in every way satisfactory. We were further told that even if 3-cord cotton be used the machine will do 1,500 stitches per minute. We say no more at the moment except to echo the opinions of many unprejudiced experts who have examined the invention, and have favoured us with their opinions — this machine is well worthy the attention of the trade, and is far ahead of every other machine of its class.

THE NATIONAL SHOW.

Our readers will not forget that the National Cycle Show opens at the Crystal Palace on the 6th, and closes on the 14th inst.

Among the exhibits which should be seen are the following:—

Mr. H. S. Roberts, Stand No. 5.
Messrs. Bradbury & Co., Limited, Stand No. 65.
The Sprite Cycle Company, Stand No. 12.
The Triumph Cycle Company, Stand No. 63.

Many dealers will also, no doubt, wish to see the cycles of the Davis (Vertical Feed) Sewing Machine Company, which will be on show for the first time in this country. Their stand is No. 175.

PETER McKENNA & Co.,

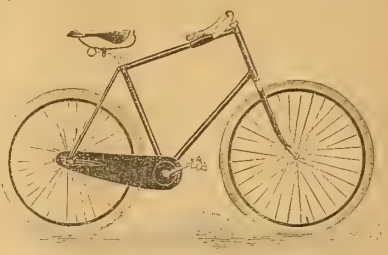
MARSH LANE, BOOTLE,

Mangle Roller Makers.

Best American Sycamore Rollers, Roughed and Bored, always in Stock.

FINISHED ROLLERS FROM 6/- A PAIR.

NATIONAL SHOW, STAND No. 12.



SPRITE CYCLES.

Agents wishing to Profit by the

BOOM IN LADIES' SAFETIES,

will do well to get our 1896 Catalogue & Terms.

We have some Grand Lines for '96, at RIGHT Prices.

Agents Wanted. Catalogue, &c., Free.

SPRITE CYCLE Company,

DEVONSHIRE STREET,

BLOOMSBURY, LONDON.

V

YOU CAN'T AFFORD

to recommend or supply your Customers inferior goods of any description. A lasting and profitable business can only be built up with the best goods that never disappoint purchasers. A Sewing Machine that is built on honour, if properly cared for, should last a lifetime and be a standing advertisement for the dealer who sells it.

F

VERTICAL FEED SEWING MACHINE.

Proved by the highest standing in the trade for 30 years. The only Sewing Machine that feeds the work while the needle is through the goods, preventing all puckering or gathering, and producing a strong, handsome and elastic seam without basting—an impossibility on any other machine made, our own underfeed not excepted.

THE KIND THAT PAYS.

ADVANCE SILENT RUNNING SEWING MACHINE.

Positively the lightest and quietest shuttle machine ever produced, and possessing the same high standard of excellence in quality of material and workmanship that has always been a feature of our product. It has no superior among underfeed sewing machines, and offers many points of advantage over each.

S

We offer exceptional advantages to responsible dealers who desire to establish the reputation of handling reliable goods and build up a permanently profitable trade.

VERTICAL FEED SEWING MACHINE CO.,

24, ALDERSGATE STREET, LONDON, E.C.

Manufactory and Head Office ... DAYTON, OHIO, U.S.A.

M

Failures and Arrangements.

ROBERT HODGKINSON, lately trading as R. Hodgkinson & Co., machine dealers, Eastwood Place, and Foundry Street, Hanley.

The public examination of this debtor was held at the Hanley Bankruptcy Court, before Mr. Registrar Tennant, on November 1st. The statement of affairs showed gross liabilities amounting to £4,822 3s. 6d., of which £3,231 11s. were expected to rank for dividend. The assets were £915 7s. 6d., the deficiency being £2,316 3s. 6d. In reply to the Official Receiver, the bankrupt said he started in business at Tunstall as a sewing machine dealer twenty-two years ago, with a capital of about £200. About 1874 he commenced also as a ladies' outfitter, as well as carrying on the business of a dealer in sewing machines. In 1889 he moved to Bristol. In 1891 he returned to Hanley, and started on his own account as a sewing machine dealer. He could not meet his liabilities in 1893, and disposed of the outfitting business. In June last he was obliged to make a deed of assignment. The bankrupt admitted that he had from time to time borrowed money, and had at one time under consideration the question of taking into partnership some of the persons whom he had employed, and who had lent him money. In 1894 he had suggested that a company should be formed to take his business, his creditors to become his partners, but they wanted to be paid off too much. His wife borrowed £250 to lend to him, she having expectations under the will of her father. He had since borrowed £65 from his daughter, and had given his wife and daughter security in the form of an assignment of book debts. He had patented a button-holing machine, and if it had been successful he should have been solvent now. He owed Mr. Moxon £150, and had granted him a mortgage on the patent and on other properties. The examination was adjourned till December 12th.

Mr. R. J. Johns, of 44, Farringdon Street, London, E.C., has been appointed trustee herein.

GEORGE SIMPSON, dealer in sewing machines, jewellery, &c., Pontypridd.

The public examination of this debtor was held at the Pontypridd Bankruptcy Court, before the Deputy-Registrar, on the 19th ult. Replying to questions put by the Official Receiver, the debtor stated he had traded in watches, clocks, cutlery, jewellery, sewing machines, mangles, &c. He had been employed as a traveller for a Bristol firm, but that was the only experience he had had of the business. He started in business in 1891 with a capital of £30, £15 of which was his, and the remainder his wife's. When he filed his petition he put down £10 as owing to Messrs. Simons, solicitors. He did not know when he filed his petition that he owed Messrs. Simons £39, as they had not sent in their bill. They had been acting for him in the prosecution of some of his agents. The Official Receiver said his liabilities were £1,182 8s. 6d., and his assets, including everything, were £199 11s. 7d. At the time the receiving order was made his stock-in-trade came to £60. The debtor said the rest was sold and was out in book debts. The Official Receiver said there were ninety-four creditors who had paid for goods, but had not received them. The debtor said that was in respect of a club, the working of which was explained to the Court. The Official Receiver said he had received some score of letters from people who had paid money, but had not received the goods. In some cases they had almost paid up their subscriptions to the club. He was receiving very troublesome letters. The debtor said two or three had paid up and would have received the goods, but they were not in stock just at the time the receiving order was made. In several cases the customers had selected goods, but they were sold out. The Official Receiver said the debtor had received £511 9s. 8d. worth of goods during the last six months. The debtor said those goods were sold and a great portion of the money out in book debts. The goods were not given out to the members of the club until they were drawn. In answer to further questions, the debtor said he kept no record of goods sold for cash. On the 7th of August he made an assignment to Mr. Charles Richards for the benefit of his creditors. Mr. Richards paid a visit to his place daily, but debtor was the manager. The Official Receiver asked debtor when he found out that he had been losing £4 per week? The debtor replied at the time he filed his petition. He had lost £127 through his agents. He had securities from his agents, but when he tried to enforce the securities he found they were no good. He had lost large amounts by five or six of his men; several smaller amounts by others. The debtor kept no record of his dealings with his large staff of agents. The debtor was examined by the Official Receiver as to why he had not reduced his staff of agents and collectors when he found the business did not pay. The furniture was claimed by his wife. On the application of the Official Receiver, the debtor was ordered to supply a special account of the goods delivered by him to the club customers during the six months preceding the receiving order. The examination was then adjourned until the next Court.

WILLIAM STANLEY, furniture and mangle dealer, Upper High Street, Dudley.

A private meeting of creditors of the above was held on the 24th October at the offices of Messrs. Hooper & Tanfields, 26, Corporation Street, Birmingham. Debtor's solicitor suggested a scheme by which creditors might be paid in full, with five per cent. interest, if time was allowed, but afterwards offered a composition of 15s. in the pound, payable within seven days, if all the creditors fell in with the arrangement. A resolution was passed approving of the last proposition. The unsecured liabilities are £1,157 16s. 8d., and fully secured creditors £900. Assets £6,170 7s. 5d. Among the creditors are:—

	£	s.	d.
Britannia Iron Works, Keighley	19	5	10
Holmes, Pearson, & Midgley, Keighley	25	8	10
Smith, Marks, & Co., Keighley...	40	0	0

WILLIAM OKINS, blacksmith, cycle agent, &c., Rushden, Northants. A second and final dividend of 2s. 4d. is now being paid herein at the Wholesale Traders' Association, 26, Corporation Street, Birmingham.

Notice to the Trade!

KING'S UNIVERSAL SUPPLY

(LIMITED),

Beg to give Notice that they are prepared to quote Terms to reliable Dealers for their

"UNIVERSUM" SEWING MACHINES,

of which many thousands have been sold and are giving complete satisfaction.

KING'S UNIVERSAL SUPPLY, Limited,

17 & 18, RAILWAY APPROACH,

LONDON BRIDGE, S.E.

S. G. GRAVES, trading as S. G. Graves & Co., house furnishers and sewing machine dealers, 2, New Bond Street Place, Bath.

At a private meeting held in the above on the 6th ult., it was proposed and seconded that 7s. 6d. in the pound be paid in three equal instalments at three, six, and nine months, to be satisfactorily secured. According to the "statement of affairs," the unsecured liabilities are £600; secured creditors, £286. The estimated net assets are £195 13s. 6d., and the securities in the hands of secured creditors are estimated to leave a surplus of £39, making total assets £234 13s. 6d. After deducting preferential claims, this shows a deficit of £375 16s. 6d. Among the creditors are Messrs. Baer & Rempel, Bielefeld, for £35 17s.

AARON MIDGLEY, sewing machine agent, 54, Wheelgate, Malton

A dividend in the above will shortly be announced.

ALFRED PARR, domestic machinery dealer, 262, Brixton Road, S.W.

Mr. Registrar Brougham, one of the Registrars in Bankruptcy, made, on Wednesday last, the 27th ult., a receiving order, on the application of the White Sewing Machine Company, in respect of the estate of Alfred Parr, described in the creditors' petition as of 130, Loughborough Road, Brixton, S.W., dealer in domestic machinery, and formerly carrying on business at 262, Brixton Road, S.W.

A. H. TIMME, sewing machine dealer, Brighton.

Messrs. Poppleton & Appleby state, in a letter dated the 22nd ult., that Mr. A. H. Timme, of 121, St. James Street, Brighton, an old established dealer in sewing machines, has executed an assignment to themselves. The liabilities are £230, and the assets are estimated as follows: Stock, £50; book debts, £40; furniture, £30—or a total of £120.

JAMES F. MASSEY, PERAMBULATOR MANUFACTURER, DUBLIN.

In reference to the above the following letter was sent to the creditors last month :—

Dear Sir,—Referring to my circular letter of February 28th, 1895, Mr. Alfred Killingley, of No. 1, Foster Place, Dublin, the trustee appointed under the trust deed, dated February 28th, 1895, has had the stock-in-trade of the debtor sold by public auction.

The sale realised a sum of £58 6s. 2d., but the landlord claimed £36 5s. 5d. proceeds of George's Street sale, to meet rent due out of those premises. After payment of this latter sum, the amount in the trustee's hands was £22 0s. 9d., to which must be added a sum of £5 11s. 6d., an *ex gratia* payment received from the National Provident Institution of London, in respect of a lapsed policy on the debtor's life. The trustee's expenses in connection with the sale, salaries during possession, printing and commission, amounted to £18 12s. 3d., which, deducted from £27 12s. 3d., left a sum of £9 in his hands, which he has applied in the discharge of a much larger sum due in respect of costs incurred in preparation, &c., of the trust deed. It will be seen from the above statement that there is no sum available for distribution amongst the creditors.

I am, dear Sir,

Your obedient Servant,

Michael P. Greene.

THE LAUNDRY EXHIBITION.

The 3rd annual Laundry Exhibition was held at the Agricultural Hall, Islington, during last month, and was a great success.

The Wheeler & Wilson Manufacturing Company showed a fine range of sewing machines, many of them driven by power.

Among the other exhibits of interest to our readers we noticed the following :—

W. Summerscales & Sons, Limited.—This well-known firm showed a fine array of laundry machinery, most of which is of no interest to dealers. They also exhibited many mangling and wringing machines for domestic use.

A. P. Lundberg.—This firm showed their "washing knuckles," which we commended in our last issue.

Keighley Laundry Engineering Company.—The exhibits at this stall were mostly for the public laundry, but the company also make mangles for the trade.

Mr. H. Vincent, Mrs. Mackie, Messrs. T. Cudliff & Co., and Messrs. W. Williamson & Co. were also exhibitors of washing machines.

A COUNTY COURT JUDGMENT was, on October 3rd, registered against William Bryan, perambulator manufacturer, Hurst Street, Birmingham, for the sum of £13 12s. 11d.

Anyone receiving a free copy of this issue is respectfully asked to take it as a courteous invitation to become a regular reader, either as a subscriber or by ordering the paper from his nearest newsagent, making use of the proper form provided on another page.

COLLECTOR CHARGED WITH EMBEZZLEMENT.

At the Nottingham Summons Court, on the 18th ult., before Mr. F. Acton and Mr. J. Langham, Alfred White, machine agent, of Ilkeston, was brought up in custody on the charge of embezzling three sums of money, £1 18s.—10s. on July 22nd, 8s. on July 28th, and £1 on October 14th, from Messrs. Jones' Sewing Machine Company.—Mr. H. P. Day prosecuted, and Mr. H. B. Clayton defended.—Mr. Day said that the prisoner started with a salary of 10s. per week, and, with a commission he received on the sale of machines, his wages had amounted to 25s. per week. The prisoner had been extremely well dealt with by the company, because they thought he was to be trusted. His duties were to get orders for sewing machines, and collect the money for the same. About a fortnight ago the manager, Mr. Gray, compared the customers' book with the prisoner's list, and ascertained that certain sums had not been entered on the list he rendered every week. The company did not wish to deal harshly with the prisoner.—Mr. Gray, the manager, gave evidence, and, in answer to Mr. Clayton, said that he got out a warrant against the prisoner without asking him for any explanation.—By Mr. Acton: The prisoner was entitled to no commission when the warrant was issued. The company really did not lose pecuniarily by the alleged embezzlement, as they were protected by a guarantee fund. —Three witnesses from Long Eaton deposed to paying certain sums to the prisoner for which they received receipts.—Mr. Clayton explained the law as to embezzlement, and said that he thought that the case was one for the County Court. There was some money due to the prisoner for commission, and it might be that the prisoner withheld those small amounts for some reason or other, or forgot them. He (Mr. Clayton) thought that in taking out a warrant against the prisoner without asking for one word of explanation they had acted in a very spiteful manner. The prisoner signed the receipts, and it had not been proved that he had made false entries, or evidence of any secrecy, or that he had run away, but on the contrary, when he heard of the warrant being taken out against him, the prisoner went straight to the Guildhall and surrendered himself.—Mr. Acton called attention to the fact that the statements upon which it was alleged the prisoner had failed to enter the amounts he had collected had not been put in. —Mr. Day replied that he considered the evidence of the manager covered it.—The case was, however, dismissed.

COMPLAINT AGAINST CANVASSING.

At the North London Police-court, on the 5th ult, an elderly lady told Mr. Bros that she had been in London ten months, and during the whole of that time she had been pestered by the men of a sewing machine company. She wanted a summons for annoyance.—Mr. Bros: What form does the annoyance take?—Applicant replied that soon after she took up her residence in London a sewing machine canvasser called and asked her to purchase a machine. He offered what he said were very advantageous terms, but she said that she had a machine, and did not want another. The man called again and again, endeavouring to induce her to buy a machine, and then, finding that his inducements failed, he offered to take her old machine and cash in exchange for a new one. She declined this offer also. When the man asked her for her name, not seeing any harm in the request, she gave her name. Some time after two men called at the house and demanded "the return of the machine, as she had not kept up her payments." In vain she told the men that she had not had the machine, but they said she had, and they threatened her with all sorts of pains and penalties if she did not pay the money or return it.—Mr. Bros: Why not write to the chief office and explain the matter?—Applicant: I have been to the office in Dalston Lane, but the chief office is in Oldham.—Mr. Bros: You have no need to trouble yourself about the matter; if you have not had the machine neither the company nor the men can do anything to you.—The Applicant: But they can annoy me.

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly-finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours' notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best-finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—Advt.

FOR SALE BY TENDER, by Order of the Court, under Compulsory Dissolution of Partnership, DOMESTIC MACHINERY BUSINESS, goodwill, stock, and hire accounts, as a going concern. S.W. district, Surrey side.—For particulars, address Official Receiver, *Sewing Machine Gazette* Office.

BUYER'S GUIDE TO THE NEW SEASON'S
DESIGNS IN CHILDREN'S CARRIAGES.
EIGHTH ANNUAL ISSUE.

MAR. 1, 1895. *Supplement to the Journal of Domestic Appliances and Sewing Machine Gazette.* [GRATIS.

THE STAR HAS SET THE FASHION TO THE WORLD.

STAR
BABY CARRIAGES AND MAIL CARTS.

SEASON 1895.

POINTS.

ARTISTIC.
TASTEFUL.
CHEAP.
GOOD FINISH.
GOOD MATERIAL.
PROFIT YIELDING.
EASY SELLING.
EASY RUNNING.
GRACEFUL.



POINTS.

GOOD BALANCE.
FINE FITTINGS.
ALL NOVELTIES.
LONDON MADE.
RELIABLE.
ALWAYS THE SAME.
PROMPT ATTENTION.
SATISFACTION GUARANTEED.

Send for fully Illustrated Catalogue of New Season's Designs now ready. A complete and comprehensive guide to the Baby Carriage and Mail Cart Trade which should be in every dealer's hands. Free by Post upon Application.

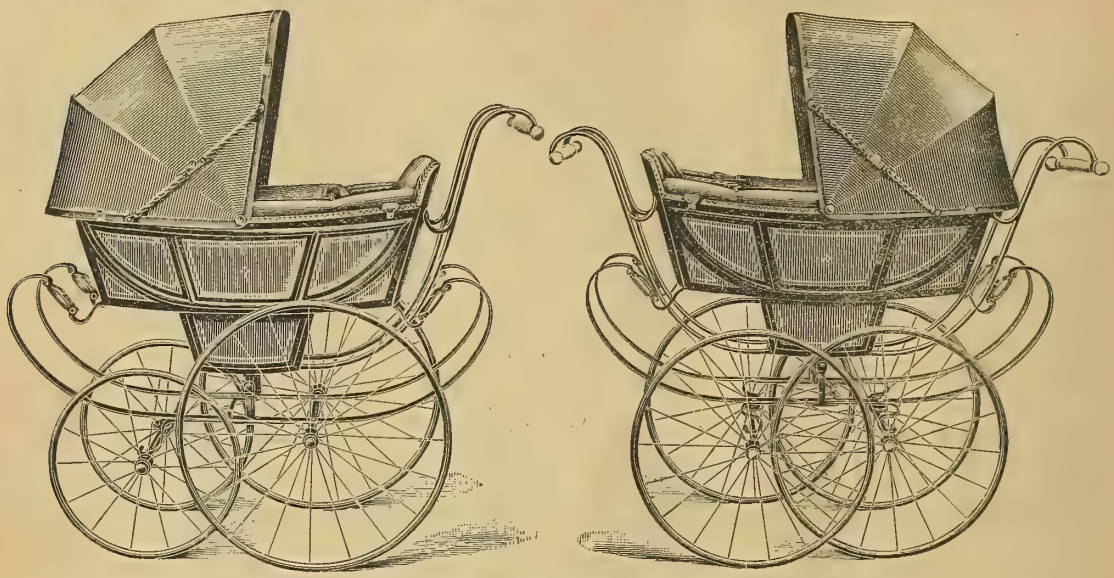
Star Manufacturing Co.,

STAR WORKS, GOODINGE ROAD, YORK ROAD,

LONDON, N.

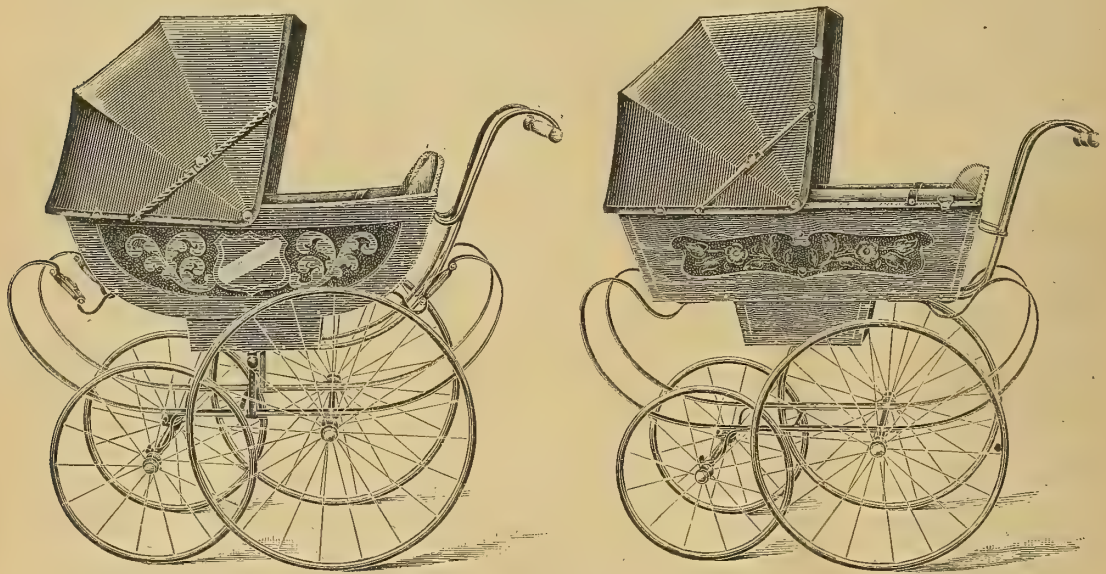
This ANNUAL BUYER'S GUIDE is published at the office of *The Journal of Domestic Appliances and Sewing Machine Gazette*, 28, Paternoster Row, London, E.C.

SIMMONS & Co.



The "LUXURY."

This Season's Novelty. It combines absolutely reliable material, commodious size (36in. by 18in.), comfortable interior, strong yet light construction, handsome design, and the perfection of artistic painting. From **34s. 6d.** upwards.



The "ARGOSY." *The "ELYSIAN."*

Perambulators with carved walnut bodies.

3, 5, & 7, TANNER STREET,
LONDON, S.E.

SEND FOR ILLUSTRATED LIST.

BRADBURY & CO., LIMITED.

This well-known firm have considerably enlarged their works at Oldham of late, and now have three distinct departments, viz., sewing machine, bassinette, and cycle. It is, however, with perambulators that we have the most concern at the moment. Bradbury's make a specialite of wood-body carriages, as they possess one of the best equipped wood-working plants in the country. Their new catalogue therefore is replete with illustrations of bassinettes and cars in various kinds of wood. A careful examination of their carriages convinces us that they show no falling off in quality or in design as compared with last season, when we stated that they surpassed all previous records.

We observe that Bradbury's still make a number of circular wood bodies in various mounts, one of their latest being No. 33, painted in buff in relief, which we illustrate. As will be seen, it is suspended by straps to semi-circular springs, and is both handsome and comfortable. The No. 34 is similarly mounted and painted, but it has square ends. Another carriage which attracted our attention was No. 30, of which we give an illustration; the body has an ornamental beading on its sides, oval ends, and is supported on C springs with straps; the hood is of tan and the walnut used for the body is French polished. No. 29 with boat-shaped body, is now suspended by straps from two bow or semi-circular springs, and is exceedingly pleasing in appearance. There are a number of lower-priced carriages supplied by this company, as formerly, but Bradbury's do not reckon to cater for the very cheapest class of trade.



No. 33.



No. 30.



No. 15.

In mail carts, Bradbury's have several new designs, two of which are illustrated on page four, one showing No. 63, which we much admire. It is convertible from a single to a double, or it can be used as a bed. The other block illustrates No. 64, convertible as explained. This year Bradbury's are using 10in. wheels at the front, and are making the wells deeper, which are decided improvements. They are using a deal of tan, both for the upholstering work and the hoods, and are, as last year, open to supply lighter colours. A full range of samples is kept at their chief London office, 14, Newgate-street, for the benefit of the shipping and general wholesale trade.

T. BARNFIELD & CO.

Mr. Barnfield is well-known in Birmingham as one of the most practical perambulator manufacturers in the country. Ably assisted by his son, he is creating a trade of considerable magnitude, and visitors to the factory, 134 and 136, Conybere-street, Birmingham, will find a choice collection of carriages and cars suitable for all classes of trade. This firm find that steel bodies are still in demand, and have also a large demand for papier-mâche carriages, several styles of which are this year being supplied with two handles. They also supply a very handsome papier-mâche body of the hammock type with straps. Among their other novelties we noticed the "Don," with solid satin walnut body with patent moulding on side, also several carriages of similar wood, but with hand-carved ornamentation and mounted on C, or bow springs. This firm make a specialite of wicker carriages, both for children and invalids, and their list contains numerous illustrations of same.

In cars, Messrs. Barnfield have a wide range, including a line of fancy bamboo and those with carved panels. Their trade list is thoroughly comprehensive and explicit.

C. C. BEETLES.

This firm, whose office and warehouse are at 93, Herbert-street, New North-road, London, N., rank among the best-known workers in bamboo. They frequently attend trade shows, and at the forthcoming Furniture Exhibition will have a large stand well filled with specimens of their numerous manufactures, including not only bamboo cars but also bamboo furniture. In the latter class they have numerous specialities in bamboo, such as book-cases, writing tables and cabinets, fancy chairs, and bed-room suites. It is impossible even to enumerate all these articles, but on application Mr. Beetles will supply our readers with illustrated sheets giving the fullest details. On page 18 is illustrated the "Oriental" bamboo bassinette, which Mr. Beetles has registered and which looks very choice, hung on C springs with straps. It is also very light, yet strong. Herewith we illustrate one of this firm's latest cars, instantly convertible into a bed. Mr. Beetles is one of the most ingenious designers in the bamboo and wicker trade, and not only makes complete carriages and cars but also supplies bodies to the trade, to whom he will send full details on application.

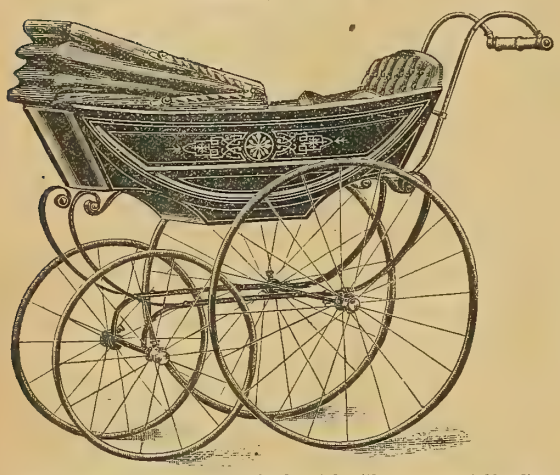


CHARLES COLEMAN & CO.

This firm have again on show at the Victoria Works, Praed-street, Paddington, London, N., an excellent variety of bassinettes, mail carts, and invalid carriages. Of bassinettes we were much pleased with the excellent finish of the "Carlton," which is a carriage of new design, mounted on improved springs with metallic straps, and is specially recommended for the hire and other trades desirous of supplying a carriage that should give the minimum of trouble to their clients and themselves. The same carriage is also supplied with leather straps if desired. The "Arabian," "Winchester," and "Bournemouth," are also newly-designed carriages, and are expected to be in good demand during the present season. The "Queen," "Landau," "Victoria," and other favourites have also received many improvements, and are decidedly luxurious and up-to-date carriages. Great attention has been paid to the various delicate art shades now the prevailing fashion. In cheaper lines the firm have a full list, and they are well worthy of inspection. In the mail-cart department some elegant designs with raised and carved panels will be much admired, and some of the improved registered "Cosy Cars" on show are quite gems of art work. Their patent combination cart and bassinette is now much improved in design, and all mail carts are now supplied with hinged shafts if desired. The invalid carriage is a most important department with Messrs. Coleman, and a large number are now ready for immediate delivery. We hear that wrought material only is used in constructing the undercarriages, the cheaper form of cast work being entirely unused here. We notice specially the No. 4 carriage, illustrated on advertisement page, as being all that an invalid rider could desire, as it is mounted on the easiest of steel C springs, has an automatic steering gear with arrangement to take up all vibration from the front wheel, and is luxuriously upholstered throughout. The cheaper qualities are also well worthy of the attention of buyers of this description of carriage.

Bradbury's Bassinettes

Bradbury's No. 28.



Rich Wood body, sides shaped in landau style with an ornamental beading, oval ends, elegantly painted in coach style, **upholstered in best woollen cloth**, mounted on C shackle springs, 25 in. wheels fitted with best rubber tyres, **twisted brass handle levers**, registered pattern China handle, well cover, three loose cushions, cloth-lined straps, and reversible hood with twisted brass joints. It can also be supplied **upholstered in light coloured Crockett's leather**; with tan hood, body, wheels, spring, &c., painted to match, at the same price.

Bradbury's No. 29.



Elegant Wood body, boat shape, beautifully decorated, suspended by strap on semi-circular springs, back and front wheels 23 in., fitted with two handles and **upholstered in the best woollen cloth**, three loose cushions, well cover, cloth lined straps, reversible hood with twisted brass joints, &c. It runs very easily, and there is little, if any, vibration when the carriage is in motion.

This Carriage is also supplied upholstered in Crockett's light coloured leather, with tan hood, walnut French-polished body; springs, wheels, and axles painted to match, at the same price.

Bradbury's No. 63 Mail Cart.

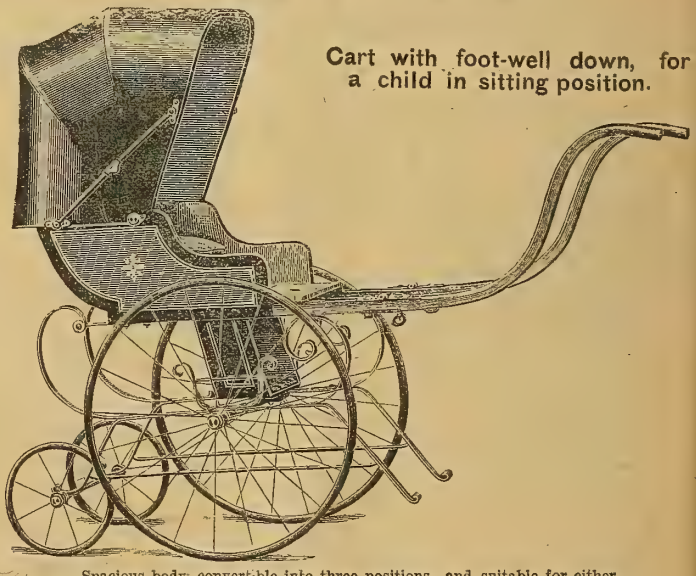


Showing Cart for Child to lay full length.

Handsomely decorated body, suitable for either one or two children. A child can lie full length as in a Bassinette, or, if desired, the end board can be lifted out, put in the grooves in the centre of the Cart, and it then forms a back rest for a second child. Fitted on the best steel springs and 25 in. and 10 in. cycle wheels. The body is supplied in light colours and is fitted with brass guard rails. Upholstered same as a Bassinette in light-coloured Crockett's leather with detachable tan hood. The shafts are hinged, and fittings and finish throughout are of the best quality.

Bradbury's No 64 Mail Cart.

Cart with foot-well down, for a child in sitting position.



Spacious body, convertible into three positions, and suitable for either one or two children. First, as a Cart for a child to sit upright, then by adjusting the foot-well on the steel slides, and placing the board and cushions in their respective places, a Bassinette is formed in which a child can lie full length. By taking out the centre board and placing same on the springs (as shown in illustration above), a Mail Cart is formed with space for two children. Fitted on the best steel springs and 25 in. and 10 in. cycle wheels. The body is upholstered in light-coloured Crockett's leather, with tan hood. The shafts are hinged, and fittings are of the best quality. The hood is detachable.

Catalogues are now ready, and will be sent post free on application to any of our Depots, or the Manufactory.

An assortment of the New Season's Bassinettes now on view at

14, NEWGATE STREET, LONDON, E.C.

BRADBURY & CO., Ltd., WELLINGTON WORKS, OLDHAM.

S. DAVIS & CO.

FEW firms are better known in the South of England than Messrs. S. Davis & Co., of 241 to 251, High Street, Borough, S.E., and branches. They have one of the largest retail trades in furniture, sewing and washing machines, and perambulators, but they also lay themselves out to do a considerable wholesale trade, and for the convenience of dealers supply a comprehensive illustrated price list, also designs and sheets. Messrs. Davis have a reputation for putting good material and workmanship into their perambulators and cars, and we can bear personal testimony to the fact that their extensive factory is under the most competent management.

Messrs. S. Davis & Co. show on page 8 two new designs out of a number which we examined at their factory. The first of these, No. 21, is a very handsome carriage, boat-shaped, mounted on two long bow springs with straps, and with extension handles. The body is of pine, stained, or can be had in walnut-coloured wood

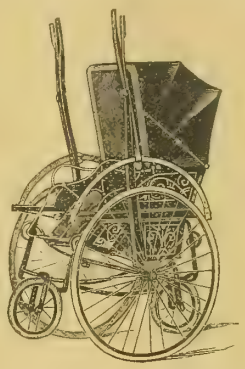


without additional cost. This is one of the cheapest two-handled carriages in the market. No. 52, which we also illustrate on the same page, is a little more expensive, and is mounted on C springs. Another carriage which this firm expect to sell readily this season is No. 19, which we illustrate herewith. The spring used is of a kind which is applied to several of the Davis' bassinettes, and is very comfortable in use and not a little graceful in appearance. Messrs. Davis cater principally for a middle-class trade, and have a particularly cheap line in the papier-mache class with side spindles. Among their best carriages we noticed several with carved sides and richly upholstered.

Passing to the cars, we found the range on show unusually comprehensive, starting from the very commonest wood and wicker, and reaching to the highest possible class. On page 8 will be found illustrations of two of this firm's best cars, both convertible as described. The hinge used for the folding shafts is one of the simplest and best in the market, and must be seen to be thoroughly appreciated. No. 37 having a papier-mache body with spindles and rounded ends is a saleable cart. It resembles a bassinette when the two children face each other, and the front half revolves so that both children can face the attendant, or it can be used as a bed for one child. A convertible cart, very roomy, Japanese pattern, is also a taking line. We have not sufficient space for further details, so must refer our readers to Messrs. Davis's catalogue, which contains illustrations of numerous other articles in constant demand.

W. H. DUNKLEY.

THIS veteran and well-known maker is as inventive as ever judging from the samples of carriages and cars we saw at his showroom, Jamaica Row, Birmingham. One of his specialities is the patent "Dunkambulator," which we illustrate. It is built on novel lines, whereby it can be instantly converted from a single, as



shown, into a double cart, or used for a bed. The shafts also are unique, being reversible to either end of the body, and the wheels have ball bearings. Our readers should also notice the arrangement of the wheels, which render the cart very convenient in busy thoroughfares. This style of carriage can be had in various wood and wicker bodies. In the latter class Mr. Dunkley has some very choice designs, which we are unable to illustrate, but which are given in his trade list. He has also granted licenses to a number of makers to use his patent convertible arrangement of mail carts. Among his choicest and most novel carriages is the Swan, fitted with Dunkley's patent Echeograph, which will sing or recite to

LLOYD & CO., BORO', LONDON, S.E.

CITY OFFICE, 39, WOOD STREET, LONDON, E.C.

(ESTABLISHED 1871.)

Manufacturers of the following Cars:—

THE MIKADO
" CONVERTIBLE
" ARABIAN
" BEATRICE
" MAGOG
" MAUDE
" ALICE
" KEMPTON
" SANDOWN
" IDEAL
" JAP
" ROSEBERY
" STANLEY
" CABINET
" ZEBRA (single)
" ZEBRA (double)
" BAMBICAB
" BAMLOUBA



Manufacturers of Bassinettes of every description.

The Special Features of our manufactures are:—We study the Dealer, we finish every Carriage with care, using Patent Split Bolts, Good Springs, Good Braids, and Solid Brass Fittings, and thus save our customers the annoyance of Repairs and Returned Carriages. For Easy Term Business no better Carriages can be turned out, and they are bound to give the Purchaser satisfaction.

Parts of every description for Repairs: Wheels, Tyres, Handles

Largest Manufacturers of Canopies in the Trade.

See our New Patterns for 1895.

Rugs of every Skin at Lowest Market Prices.

REPAIRS FOR THE TRADE.

Illustrated Price Lists of Carriages, Cars, and Strong Toys Post Free on application.

B

PARKER'S
PERAMBULATORS
AND
MAIL CARTS
FOR SEASON 1895.

High-class Work.

Artistic Finish.

Sound Materials.

PARKER BROTHERS,
The OLD-ESTABLISHED WHOLESALE MANUFACTURERS,
FACTORY AND SHOW ROOMS:
104, 106, 108, 110, CURTAIN ROAD,
SHOREDITCH, LONDON, E.C.





Prices Moderate.

GOOD VALUE.

Effective Designs.

Send for our ILLUSTRATED PRICE LIST and see the splendid Variety we are making.



the occupant. This was specially designed and constructed for the son of the Duke of York by Mr. W. H. Dunkley. We illustrate this genuine novelty, which, of course, can be had without the phonograph attachment.

W. FOSTER & CO.

MESSRS. W. FOSTER & Co., of 46, Barr-street, Birmingham, have so prospered of recent years that they have become the largest perambulator-fittings' house in the world. On page 23 will be found illustrations of a few of their manufactures, but space does not permit of their exhausting the list. They do not manufacture either carriages or carts, but supply everything required by the trade, from screws to canopies, with emphasis on the word "fittings," in which they rank ahead of all competitors.

JOHN GOUGH & CO.

THIS firm's perambulator factory in New Cross, Manchester, is now under the management of Mr. George Smith, a well-known inventor and manufacturer in the children's carriage trade. This year dealers can have this firm's carriages fitted with Mr. Smith's patent "run-straight" under-frame, which absolutely prevents the carriage from running side-ways. Messrs. Gough supply every class of bassinette, be it of papier-mâche, wood, or steel, and in all styles of springs. Like other manufacturers, they are giving increased attention to hammock patterns, as well as to the graceful C with or without straps. In cars they have a great variety in both wood and bamboo, several of the latter of fancy design convertible to a bed, and folding shafts can be had if desired. Their greatest novelty, however, is the invention of Mr. Nolan, a member of the firm. Without blocks we cannot illustrate this cart, but, in a word, the conversion mechanism whereby it can be used as a single, a double, or a bed, is extremely simple and effective. Our readers should see the firm's catalogue, not alone of perambulators, but also of steel travelling-trunks, furniture, &c. Messrs. Gough, it should be remembered, are manufacturers and factors of numerous articles of domestic utility or ornament, including pianos, clocks, e&., and are exclusively a wholesale firm.

J. GREEN & CO., LIMITED.

THIS firm have been established upwards of twenty years, and each year finds their trade on the increase. They have again had to enlarge their premises. We have seen their illustrated list for this year, which appears to us to show some splendid work. Nos. 1 to 5 on their list they claim are the cheapest carriages ever offered. The quality of the materials is thoroughly reliable, as no cheap stuff is used and no extra charge is made for fancy colours. No. 12 is a large and roomy carriage, and is a general favourite in London and the South. The finish of it, both in painting and upholstering, is excellent. The mail cart, No. 26, is the wonder of the season for cheapness, quality, and colour.

No. 15 carriage, which is given on page 13, is got up in coach style, painted black and gold, and is really handsome.

No. 43 mail cart, also shown on another page, is a very taking line.

HALESOWEN PERAMBULATOR & CARRIAGE COMPANY, LIMITED.

THE catalogue issued by this well-known company from their works at Halesowen, near Birmingham, is one of the best in the trade, both as regards completeness and quality. It contains illustrations of papier-mâche and wood bodies, mounted on C springs, also with hammock suspension. The company have some very tasteful designs in wood carriages of rustic, landau and circular pattern. We particularly admire their satin walnut bodies, with hand-carved ornamentation, such as the "Social," the "Stanhope," and the "Beatrice," all of hammock pattern. No. 20, which is a wicker hammock, should also have a large sale among those who like this style of carriage.

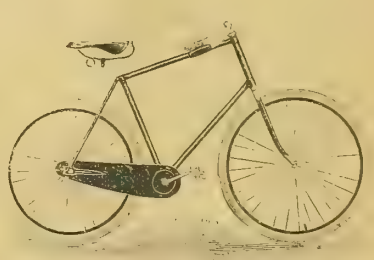
The Halesowen Company have a number of new designs in mail carts, several of which are convertible into beds with folding handles, and with sides of carved walnut. They also make a feature of a superior class of fancy cars, but for these we must refer our readers to the catalogue, which is sent free on application.

W. J. HARRIS & CO., LIMITED.

THIS well-known firm of domestic machinery and perambulator manufacturers have a number of serviceable designs for the present season. They have recently started a new department devoted to sewing machines, which they are now able to supply to the trade on the best terms.

1895 CATALOGUE of

SPRITE



is Now Ready. Write TO-DAY for a Copy, which shows

HOW TO SELL
TWENTY Machines in 1895
AGAINST EVERY
ONE You Sold in 1894.
NO RISK TO YOU
but GOOD PROFITS,
and STERLING VALUE
to YOUR CUSTOMERS.

SPRITES LEAD
IN
Quality, Workmanship & Finish.

SPRITES are UP-TO-DATE.

SPRITES are CHEAP and GOOD,
and Best Value on Earth,
QUALITY CONSIDERED.

Speciality:—EASY PAYMENTS ORDERS.

WRITE FOR PARTICULARS:—

SPRITE CYCLE CO., *Manufacturers,*

DEVONSHIRE ST., BLOOMSBURY, LONDON.

S. DAVIS & CO.'S

Perambulators & Mail Carts

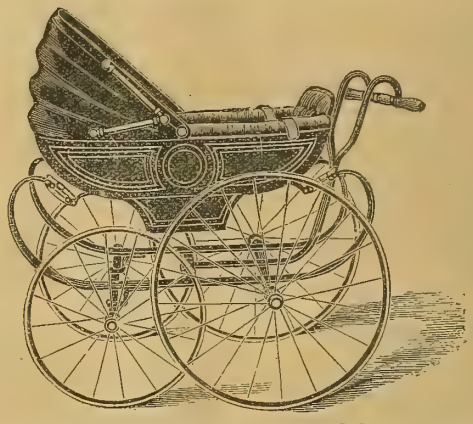
FOR SEASON 1895.

S. DAVIS & CO.'S No. 21.



Handsome Boat-shape SOCIABLE CARRIAGE suspended on steel springs by straps, with 23in. rubber tyred bicycle wheels, extended handles, centre cushion and apron and reversible hood made in walnut coloured wood, upholstered in best American leather cloth, or in woollen carriage cloth.

S. DAVIS & CO.'S No. 52.



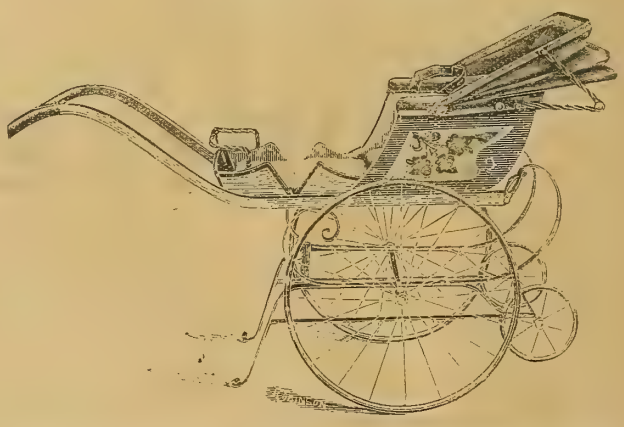
New Boat-shaped CARRIAGE, suspended on improved Cee springs by straps, with 25in. rubber tyred bicycle wheels, new beaded body, elegantly painted in coach style, and reversible hood, hardwood extended handle, centre block and apron, upholstered in best American leather cloth, or in woollen carriage cloth.

S. DAVIS & CO.'S PERIOD CONVERTIBLE MAIL CART, No. 16.



Superior Beaded Body, mounted on best Cee springs, carriage painted in art colours, loose cushions, best straps, can be used as an ordinary mail cart, or easily adjusted to enable an infant to lie down, light and easy riding, and very elegant in appearance. 26 in. rubber-tyred bicycle wheels, fitted with our new patent folding shafts, and 8 in. rubber-tyred wheels at back, and hood with twisted brass joints.

S. DAVIS & CO.'S PERIOD CONVERTIBLE MAIL CART, No. 35.



Superior carved satin walnut wood body, mounted on best Cee springs, adjustable foot board with brass rail to enable an infant to lie down, light running, and very handsome in appearance. 26 in. rubber-tyred bicycle wheels, fitted with our new patent folding shafts and 8 in. rubber-tyred wheels at back, and hood with twisted brass joints.

S. DAVIS & CO.,

MANUFACTURERS AND MERCHANTS,

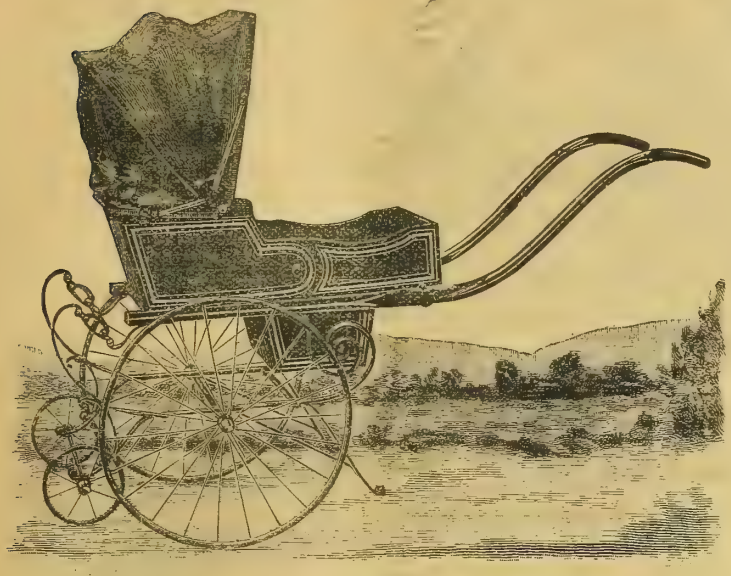
Wholesale Depot and Chief Offices—

241, 243, 245, 247, 251, HIGH ST., BOROUGH, LONDON, S.E.

FACTORY: SWAN STREET, BOROUGH, S.E.

Send for Complete Illustrated Price List for 1895.

THE STAR MANUFACTURING COMPANY.



THE "OPHIR."



THE "REGENT."



THE "ORMUZ."

THIS well-known Company, the most extensive perambulator manufacturers in the world, have made considerable alterations to their factory in Goodinge Road, Cattle Market, N., in order to meet a further increase in their trade, which last year exceeded its predecessors. This season they are open to supply their carriages with the "Werwell" wheels, which, in addition to containing four extra spokes, have the best red rubber tyres guaranteed for 12 months. Another new feature for the season is to pack the carriages in a new style of crate, which weighs only 14 lbs., and to charge 9d. each for same, which is less than cost price, yet represents quite the value of the wood at the other end. It is hoped that dealers will prefer this method to having to return the crates.

As usual, the Star Company in their extensive and well-printed catalogue give dealers a wide choice both in bassinettes and mail carts. On pages 1 and 24 will be found several illustrations of their most saleable articles, and we subjoin three additional blocks. Dealers desiring fancy upholstering will be interested in knowing that this Company supply carriages in not only Crockett's leather, but also in carriage cloths, velvet, silk, &c. From this it may be inferred that they do not confine their attention to a cheap or medium class trade, but cater for every walk of life.

As we have before stated, the Star Company have a large trade in rolled steel carriages of extreme lightness, and they took so well last year as to justify retaining them in the new list. Our readers will also remember that last year they had a patent carriage which is convertible into a swinging cot. This has been improved recently, and is accordingly expected to be more popular than ever.

In carriages with wooden bodies, the Company have several new styles, notably the "Park" and the "Daphne," the latter on a fancy spring which at present is wanting a suggestive name. The "Daphne" is one of the handsomest carriages in the market, and is painted tan or buff, and upholstered in the best leather cloth and silk lace.

In two-handle carriages the Company have several cheap lines, particularly the "Stafford," which is a woodenette with three sunk panels on each side. A boat-shaped wooden body on C springs, called the "Afix," is also a very taking carriage and extraordinarily cheap. The "Regent," which we illustrate, is a very handsome carriage for a medium-class trade, with stained body.

Passing to the mail carts, we find the designs even more numerous than last year. A very popular style is the "Ormuz," which we illustrate. It is made from the best wicker, interwoven with American plait in buff and white straw. Several other singles are illustrated in the catalogue, including a series of novel designs, such as the "Oroya" and the "Oruba," both highly fanciful. The "Ophir," however, which we illustrate, is perhaps more likely to command a large sale. It certainly is one of the best convertibles in the market. We show it as a double car or sleeper, but it can be instantly transformed to a single. Another convertible which should sell well is the "Orient," which can be used in five different positions.

We must really ask our readers to obtain the Star catalogue for further details of these carriages, as to do them justice would require several columns of our space. They will also there find illustrations of various invalid carriages, tradesmen's carts, children's carts, &c.

ESTABLISHED
1874.



SECOND AWARD,
MELBOURNE
EXHIBITION
1888.

JAMES LLOYD & CO.,



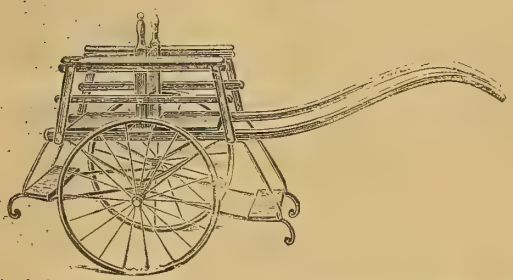
HURST STREET,
BIRMINGHAM.

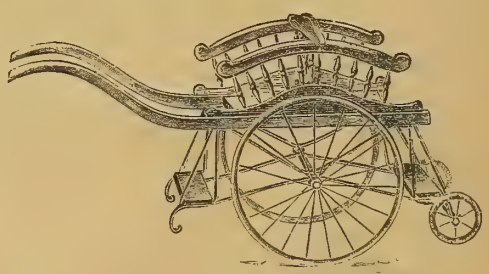


London Agent:
Mr. W. F. KNIGHT, 8a, City Rd., E.C.
Manchester Agent:
Mr. S. KYLE, 1a, Dantzig Street,

MANUFACTURERS
OF EVERY DESCRIPTION OF

BASSINETTES, MAIL CARTS, AND INVALID CHAIRS.

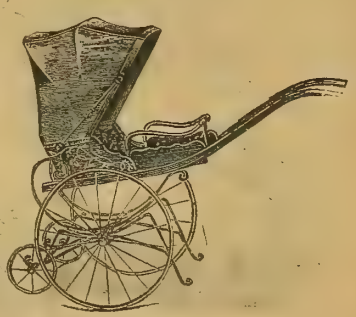




OUR NEW LIST FOR 1895, WHICH IS NOW READY, SHOULD BE IN THE HANDS OF EVERY DEALER, AND WILL BE SENT ON APPLICATION.



A Large Assortment of **TWO-HANDLED HAMMOCKS**, in various designs and qualities. Also a splendid range of Convertible Mail Carts for one or two children.



THOMAS HARDSTAFF.

FOR originality of design and variety of pattern, also for a practical make of carriages for children, we would recommend buyers to secure an illustrated list of perambulators and mail carts issued for the current year by this maker. Mr. Hardstaff is one of the few makers who was in the field when the old style single perambulator (now almost obsolete) was all the rage, and we believe he was the first to introduce the new design of carriages which has revolutionised and practically eclipsed the olden times—heralding these happy days when taking the baby for a constitutional is a pleasure as against the drudgery of the days that are gone by. Mr. Hardstaff seems to us to be quite a genius for improvements, having brought out several important features; among them we must notice the patent "Rustic Car," of which the general public was not slow in showing appreciation, thousands of these cars have been sold, and the demand for them continues to a considerable extent. The present catalogue shows a variety from which one would think the most fastidious might select with satisfaction. Specially noticeable are No. 12, combining mail-cart and carriage in one; No. 14A is a single sleeping cart, and foot-board lets down at pleasure; No. 15A. is a combination carriagette; No. 19 has a cane shell with movable tray; and No. 20 is a single cane cart (patent applied for) with rising foot-board. A patent Rustic Car is No. 26, suspended on steel springs by straps.

The better class carriages, notably Nos. 28 and 30 (the latter a borouche) have carved wood bodies polished, and are undeniably elegant.

Mr. Hardstaff's factory in Carrington-street, Nottingham, is of commodious dimensions, and here is kept a large and well-assorted stock of chairs and baskets, of both English and foreign manufacture, in wonderful variety, including chairs draped and upholstered in the newest style.

JOHN HARROP.

MR. JOHN HARROP'S catalogue for the present season is one of the choicest specimens of printing issued this year by the perambulator trade, and we observe that it only contains quick-selling lines. As many of our readers are aware, this firm do an extensive retail trade in addition to supplying dealers throughout the country, and are thoroughly acquainted with the puise of the public. No doubt this largely accounts for the discretion which Mr. Harrop always exercises in compiling his catalogues. We specially note that all these carriages are fitted with patent axle plates to ensure straight running, further that, unless otherwise ordered, turned and polished wood handles are supplied. Most of this firm's carriages have wooden bodies and C or hammock springs, and a folding back-rest is fitted to many of the carriages. We note also that the best silk carriage lace is largely used in the upholstering. Dealers can, should they prefer it, have S.F. & Co.'s patent bow-spring.

Mr. Harrop's mail-cart trade has always been an important branch, and this season he is devoting special attention to convertible cars. Special notice should be drawn to his "Raleigh" car, which can be used as a single, double, or as a lie-down carriage by a simple change which has been patented.

Harrop's patent combination baby carriage and mail-cart, which was introduced last season, took so well that it is retained in this year's list. We might add that the wholesale warehouse of this firm is situated at 55, Tib-street, Manchester, and that London showrooms will shortly be opened; further that Mr. Harrop is also a manufacturer of furniture of all kinds.

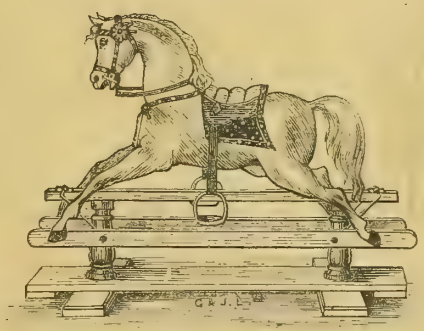
HUMPHRY & SONS, LIMITED.

THIS firm have several specialities in mail-carts. Among these is the patent "Stanley," which can be used as a complete bassinette with hood, or altered for children to sit facing the attendant. Another speciality is the "Premier" carriagette, in which one child can lie, and another sit erect and face the attendant, or for the children to face each other; by folding back one of the seats we get a single car.

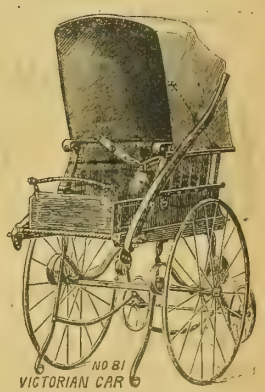
JAMES LLOYD & CO.

THIS firm have now been in the trade a quarter of a century, and they start the second quarter under the most favourable conditions. Last year they removed to new premises, in Hurst-street, Birmingham, built to the design of the proprietor, as illustrated on page 10. These are not only extensive, but also handsome in appearance, and, indeed, we consider the factory is the finest in the country. Further, it is equipped with one of the most complete and up-to-date wood-making plants we have ever seen, and the very latest and best driving and controlling mechanism. There are three floors and a basement, the ground floor being devoted to the carpenters, smiths' shop and packing, not forgetting the engine-room; the first, to hood-making and trimming, painting, hardware warehouse, and cutting, and the top floor to the wicker workers, body making, wheel store, and the French polishers. The whole building is heated by hot-water pipes, and a powerful lift communicates with every floor. The centre of the quadrangle





No. 21. Safety Rocker Horse.



G. & J. LINES, MANUFACTURERS AND PATENTEES OF CHILDREN'S CARS AND STRONG TOYS,
457, CALEDONIAN ROAD, LONDON, N.



T. BARNFIELD & CO.,

MANUFACTURERS OF

Bassinettes and Mail Carts,

Invalid Carriages & Toy Perambulators

FOR HOME AND EXPORT TRADE.

PRICE LIST FREE ON APPLICATION.

SCARBORO' WORKS,
136 & 137, CONYBERE STREET,
BIRMINGHAM.

THOMAS HARDSTAFF, CARRINGTON STREET BRIDGE, NOTTINGHAM,

WHOLESALE AND RETAIL

BASKET, PERAMBULATOR, and WICKER ART FURNITURE MANUFACTURER.



BASKETS in endless variety.

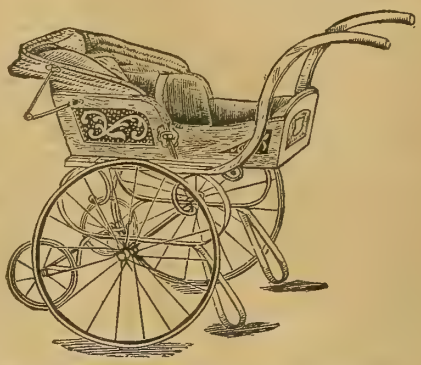
CHAIRS both draped and Upholstered in Latest Style.

CHILDREN'S CARRIAGES and MAIL CARTS. Novel in Design, Strong, Moderate Prices.

Send for Illustrated Lists and Prices free on application.

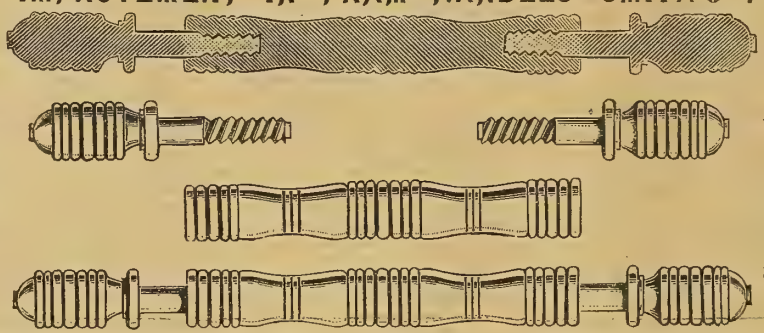
THOMAS HARDSTAFF,
Carrington St., Nottingham.

Largest Depot in the Midland Counties.



REGD No. 246672

GREAT IMPROVEMENT IN PRAM HANDLES—SMITH'S PATENT.



Something New which Manufacturers and Dealers should at once adopt, as it is certain to please the Public.

Send for Price List.

No more broken Pram Handles.

Order Early as the demand has already commenced.

Every description of Turnery done for the Trade.

Special terms to large buyers.

The above illustration shows: No. 1, section of handle; No. 2, parts of handle, the ends being turned and screwed out of a solid piece of wood; No. 3, the handle complete. Manufacturers' own patterns turned if required.

G. J. SMITH, GLOBE TURNERY WORKS, OLD HILL, Near BIRMINGHAM.

Missing Carriage IS FOUND IN THE MARVEL.

Made in three Classes

CLASS A. Papier-maché body, well painted and upholstered, wood hammock handles, wheels, 20in.x20in.

PRICE 24/- EACH,

Or **22/6** each for an order of six.

CASH WITH ORDER.

SEE THE

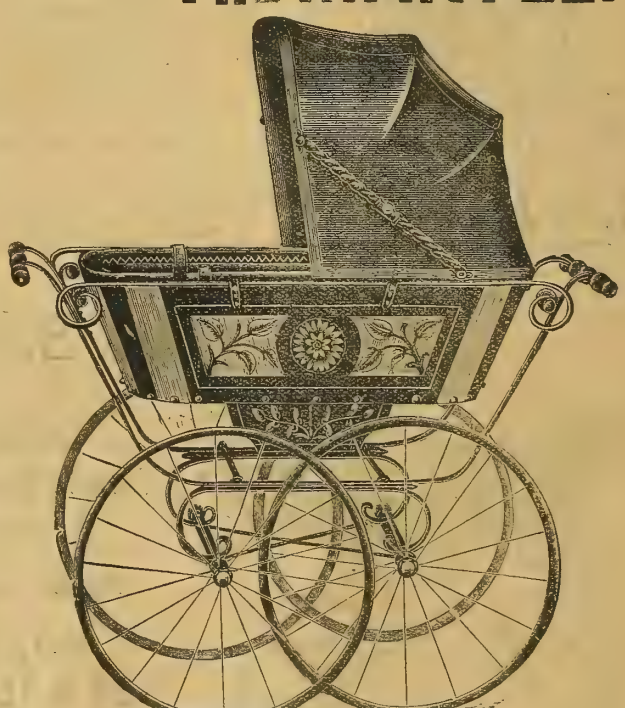
KNOCK-OUT CARTETTE,

Circular wicker body, bent shafts, 21 in. wheels.

8/- each, or **7/6** each per dozen order.

FULL ILLUSTRATED PRICE LIST on Application.

LONDON SHOWROOMS:
30, GRAY'S INN, ROAD, W.C.
AGENT—**H. GARLAND.**



No. 66. Patent No. 7,217. Satin Walnut Body.

(ESTABLISHED 1862.)

G. H. WELLS & CO., PHOENIX WORKS, BISHOP ST., BIRMINGHAM.

is used for timber seasoning, and here and in one of the basement rooms is one of the most extensive stocks of timber in the pram





trade. Other basement rooms are used for various purposes, including paint storing. Our readers can perhaps best appreciate the extent of these premises when we state that their capacity is 100 carriages a day.

We have but little space left for noticing the perambulators. On another page is illustrated a few of Lloyd's cars and carriages, and we give herewith a couple more bassinettes. It is to the firm's new catalogue, however, that our readers must go for further particulars. They make carriages and carts in every style, and specially apply themselves to satisfying the requirements of the middle classes. They have a large foreign and colonial trade. On a recent visit we found them completing a Palanquin 8 × 3ft. with lancewood shafts 16ft. long. It was built to the order of an African King, and his name, "Coffee Adam," was painted in large letters at the side. The whole was surmounted by a brass crown with blue and tinsel silk hangings, and it is to be carried by eight bearers. Messrs. James Lloyd and Co. have devoted special attention to this order, but they have not neglected the home trade, as their catalogue will prove, replete as it is with many choice designs in carriages and cars. Our readers should get a copy and judge for themselves.

LEON L'HOLLIER.

Not less than 130 pages bound in a handsome coyer constitutes this firm's catalogue for the present season. In it we find many illustrations of wicket baskets and bamboo and wicker furniture made by Mr. L'Hollier, but the book is mostly devoted to carriages and carts. Last year, in spite of general bad trade, the output of this factory was one of the largest on record. Especially large was the trade in invalid carriages.

We observe that Mr. L'Hollier is devoting special attention to patent hammock carriages with papier-mache, rustic, plain, and carved bodies. His catalogue is particularly rich in cars, many of them convertible to three positions. One of his specialities is the "Duplex Revolver" which he calls "the masterpiece of the trade." It has two bodies, which can be revolved, with a well in the centre, and several combinations are easily produced. Both bodies have detachable hoods. This car should sell well this season. L'Hollier's mammoth catalogue can be had post free on application to the works, Bath-passage, Birmingham.

LLOYD & CO.,

The Boro' Lloyd, we mean, although he has now two addresses, the new showrooms being at 39, Wood-street, E.C. Mr. Lloyd was one of the pioneers of the bamboo and wicker car trade, and this year he has additional style, notably the "Bamlouba," which is convertible into a bed or double car. Ornamental cane and Indian matting is used for the body, and the handles are of malacca. Mounted on C-springs, it is sure to be a taking line.

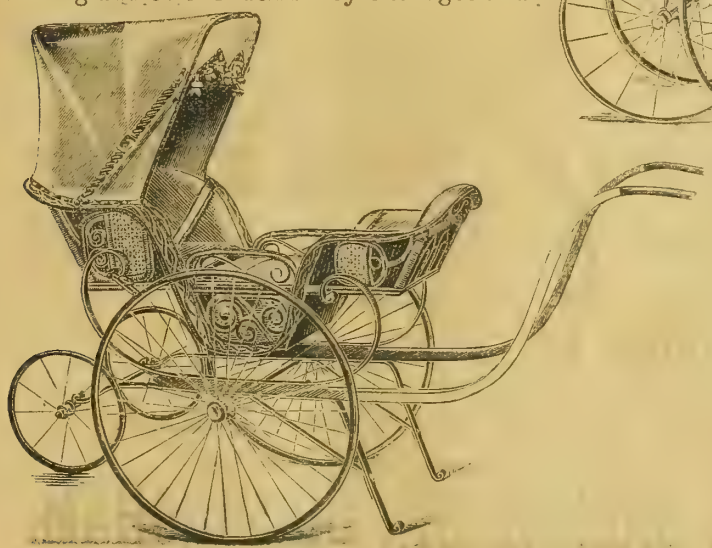
A GUARANTEE AGAINST DISAPPOINTMENT

J. GREEN & CO., Ltd., the celebrated Manufacturers of Baby Carriages and Mail Carts of every design up to date, have every confidence in recommending the goods they manufacture. For sterling quality and reasonable prices they claim to stand unequalled. Inspection of Show Rooms is cordially invited. Applications for Price Lists gladly welcomed.

– CARRIAGES from 15s. to £10 each.

We claim to be the largest Manufacturers in England of Children's Toy Carriages and



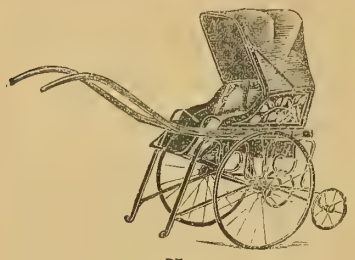


Mail Carts of every description. Our Stocks are very large, our factory having been in full swing all the winter preparing for the Spring trade. All the Toy Carriages, &c., are fitted with our own world-famed Patent Spider Wheels.

TOY CARRIAGES FROM 3½D. TO 35S. EACH.

J. GREEN & Co., Ltd.,

OLD BASFORD, NOTTINGHAM.



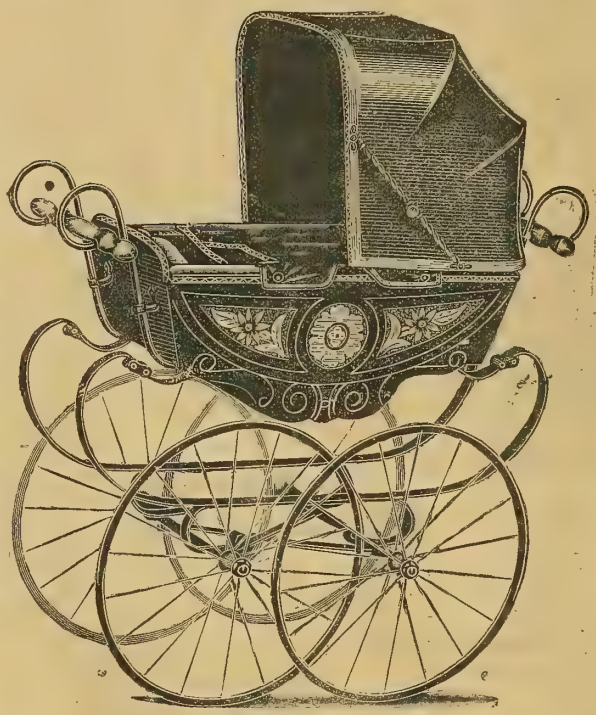
No. 7.

PATENT SLIDING WELL.



No. 8.

I herewith place before you a **PATENT MAIL CART,** which is without doubt the greatest triumph in the Mail Cart Trade. It is easily made to form either a Single, Double, or Sleeping Car. It is beautifully carved in Satin Walnut, fitted with best hollow-twisted brass rails, French polished by experienced hands, and upholstered in Crockett's leather, buff or tan, according to order. Everything guaranteed of best quality and workmanship.



N.B.—The Single Car is formed by sliding the well under the seat as shown on left hand design.



No. 1.



No. 2.



No. 3.

The above are Three out of our Six Leading Lines, and are regular goods, which can be repeated all through the Season. Do not delay in sending for our Catalogue of Bassinettes and Mail Carts. We would also draw your attention to the large stock of Carriage Rugs that we have—all the best shades and exceedingly low prices.

Established 1860. **BENJAMIN POOLE,** Established 1860.

MAIL CART AND BASSINETTE MANUFACTURER

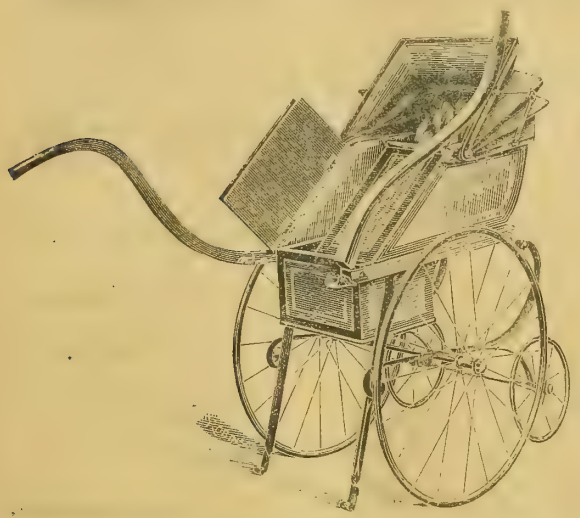
FOR HOME AND EXPORT.

WOOD TURNER.

EVERY DESCRIPTION OF WOOD WHEELS MADE TO ORDER.

SAW-MILLS: 40½, BRISTOL ST., BIRMINGHAM.

We illustrate one of this firm's best novelties, called the "Babicar." It has folding doors, like a cab, and ash shafts folding by means of Lloyd's patent appliance, made of gun-metal. Beyond doubt this is a very taking car, well made and best carriage-painted as it is. On page 5 is shown one of Lloyd's bassinettes; but he makes numerous other styles, also a great variety of folding and other cars, not forgetting strong toys, which



he now manufactures in quantities. We must not forget to mention that Mr. Lloyd's cars have easily detachable hoods, in order that canopies may be used; further, that he has the sole right to use a new style of embroidered canopy, 38 by 16, in various colours, which is exceedingly handsome, and he is prepared to send samples to any of our readers. Our advice is, by all means see them.

G. & J. LINES.

This firm are perhaps the best known in the country for strong toys, including rocking and safety rocker-horses. They have two factories in the north of London, their principal address being 457, Caledonian-road, Cattle Market, N. They have now closed their Hackney-road premises, but continue the factory at North-road, Holloway.

Messrs. Lines' extensive trade is not by any means confined to strong toys, as they also make bassinettes on a large scale, but their mail-cart department is even more important. It has always been the policy of this firm to supply articles which could only be obtained from themselves, the consequence is that their showrooms are generally full of novelties in the toy and car line. Their catalogue, which we advise our readers to obtain, shows a large number of strong, handsome, and convenient mail-carts, both in bamboo and wood, also several excellent convertible cars. Of the latter class, we give an illustration on page 11 of the "Cherub," which is intended to suit an infant of six months or a child much older. It can also be converted to a single car or used for two grown-up children. This firm's "Champion" folding car is having a large sale, and for the new "Belgrave," a neat and compact single, a large demand is expected. This year Messrs. Lines are French-polishing many of their cars in preference to painting, as they find the polished deteriorate less quickly than the painted cars. They have a patent adjustable shaft, which folds right back instead of remaining upright, as is usually the case. The "Fife," a reversible, and the "Babbicombe," a convertible, car, both of them last year's favourites, are still retained in this firm's list.

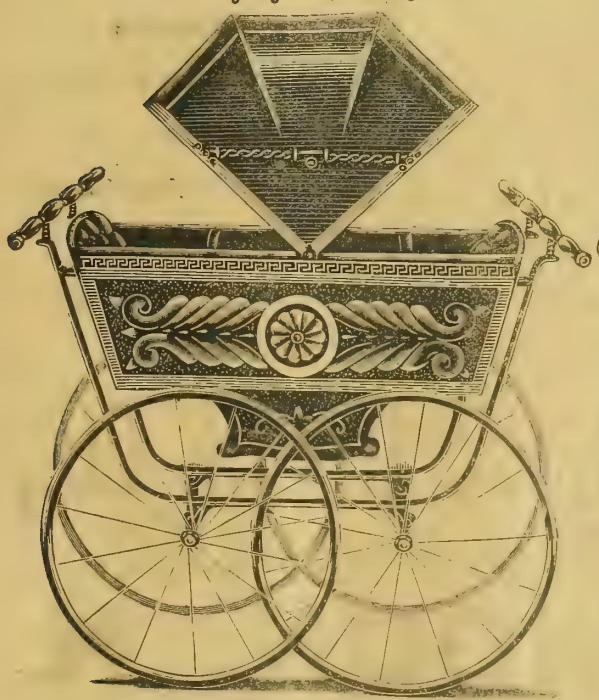
T. LUCKETT.

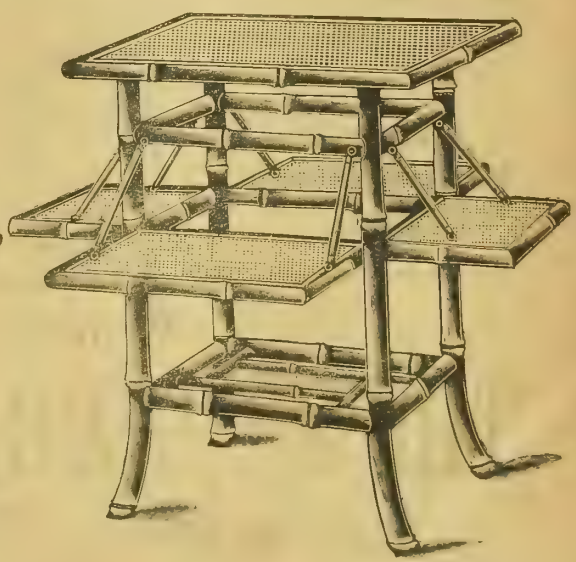
Mr. Luckett has now comfortably settled down in his new factory in Mark-lane, Pershore-street, Birmingham. It is almost next door to his old premises, but so much more extensive that he is enabled to almost double his output. Last year he commenced to devote more attention to dealers than, as formerly, working for the trade, and the result has been in every way satisfactory. It may not be generally known that Mr. Luckett is one of the most experienced designers and manufacturers in the perambulator trade. This year he issues a very elaborate list of 60 large pages, well filled with illustrations of bassinettes, mail-carts, and bamboo and wicker furniture. The latter articles now command a large share of his attention, and in overmantels, cabinets, hall-stands, and child's swing cots of bamboo and lacquer work he is entitled to first rank for tasteful design, workmanship, and finish. This class of trade is largely on the increase, and our readers should not fail to get a copy of Luckett's illustrated list.

As our readers well know, it was Mr. Luckett who invented the "Goldendine" style of carriage and car, and he is still selling these in large quantities. Great attention is also being given to carved satin-walnut bodies, both for carriages and cars, the carving being done by hand on the premises. The cars are in too great a variety for detailed mention, but a series of hand-carved single carts of mahogany, black walnut, and other woods (all convertible to beds, with folding shafts) seemed to us to be among his most saleable lines. This firm have also an established reputation for wicker carriages and carts, but our readers must really get a copy of the catalogue and see for themselves.

T. LUCKETT,

Patentee and Manufacturer of Bassinettes, Mail Carts, Invalid Carriages, Rocking Horses, Toy Cycles, Safety Horses, Bamboo and Wicker Furniture, &c.





PRICE LISTS FREE ON APPLICATION.

CITY STEAM WORKS, MARK LANE, PERSHORE ST.,

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THE ROYAL GEORGE CYCLES

ARE OF THE HIGHEST GRADE AND THE LATEST DESIGN.

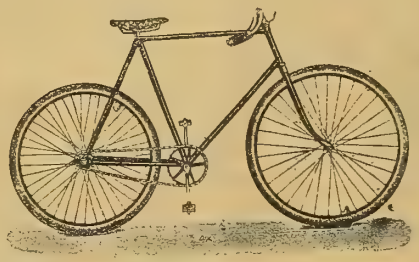
AGENTS, please write us for our 1895 LIST of Everything connected with the CYCLE TRADE. Sent to Bona-fide Agents only.

—o—

Prices to suit all.

—o—

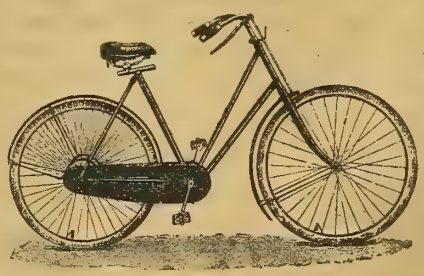
Quality Unsurpassed.



LIGHT ROADSTER, No. 2b.

Trade 

Mark.



THE ROYAL GEORGE LADIES' SAFETY.

Retail Lists Supplied, with Agents' Address, printed.

—o—

We Support our Agents.

—o—

Repairs, Nickel-plating Stove Enamelling, in our own Factory.

Manufactured by

THE ST. GEORGE'S CYCLE CO.,

297 & 298, UPPER STREET,

LONDON, N.

Telegraphic Address, "DIALLAGE, LONDON.

LONDON BROTHERS.

The catalogue issued this season by Messrs. London Bros., of Harford Street, Birmingham, gives the carriages and cars in colours, and the lithographer having done his work well, dealers can form a good idea of the articles illustrated. This firm divide their list into three classes, which they name "cheap," "medium," and "highest." In the cheapest class they supply papier-mache, rustic, and steel bodies. They provide for a middle-class trade several handsome and well-finished two-handle suspension carriages. Passing to the "highest class," it is here they score the most. The "Harford," a landau on C-springs, painted brown, with fawn upholstery and ruby-coloured under-carriage, is certain to be a favourite this season. So, too, are several of the hand-carved carriages. In cars this firm offer a wide selection, giving special prominence to a number of white cane carts on C-springs, with folding shafts, of novel design—too novel to make clear without illustrations. Several of these are upholstered in art green, with nickel-plated fittings, and canopy. Messrs. London have certainly good cause to be proud of some of their new cars, which statement our readers will endorse if they procure their catalogue, which is sent free on application. We might add that this firm have storerooms in Glasgow (22, Hope-street), and in London (17, Berners-street, W.), where also can be seen samples of their bedsteads, fenders, coal vases, &c.

PARKER BROTHERS.

Messrs. Parker are known the world over as one of the leading English perambulator manufacturers, a position which they have attained after 30 years of trading, supplying in that time we know not how many tens of thousands of good, sound carriages, mostly of their own special patterns. They employ no travellers, but issue each year one of the most detailed catalogues in the trade, with which they enclose three sheets for dealers to exhibit in their shops, illustrating bassinettes, mail carts, and toy perambulators respectively.

Messrs. Parker were among the pioneers of art colours, but they find that the lightest shades do not give complete satisfaction. They are not sufficiently serviceable. Accordingly they give the preference to tan, drab, and claret. Most of their carriages are this year more roomy, with deeper wells, and although they keep in their list many C and other springs, they are making a variety of hammocks to suit the prevailing taste. They have a line of very cheap carriages both in papier-mache and wood bodies suspended from two bow springs by iron hooks and with, of course, two handles. A series of C spring carriages with satin walnut bodies elegantly carved and highly polished attracted our attention as likely to be in favour this season. We also observed that three-ply maple veneer was being extensively used for wood body carriages, which affords increased strength. In going round this firm's extensive showroom in the Curtain Road, E.C., we specially noticed a range of perambulators in which panels of Japanese figured lacquer work and bamboo were largely used for the bodies. This will not suit all tastes, but the general effect is certainly pleasing. Altogether this firm have some 30 designs in bassinettes for the present season.

Messrs. Parker's list of carts has been increased by several convertible carts, and now comprises some 40 distinct varieties. No design is kept in the list except it is meeting with favour in the trade. In wicker carts the "Hastings" is very popular, and with it, as with certain wooden carts, is supplied a removable tray for the child to lie upon. Thus the cart suits children of all ages. The "Imperial" has Parker's patent sliding well, which allows of one child lying down or for one or two to sit erect. In single carts this firm have a class with wooden bodies, which they call the "Eclipse." The well can be raised to form a bed, or can be lowered and used as a support to the feet when sitting erect. Space does not permit of our mentioning more of this firm's numerous carts, but on application Messrs. Parker will send our readers one of their complete catalogues.

BENJAMIN POOLE.

On visiting Mr. Poole's factory at 40, Bristol Street, Birmingham, we were surprised to find that he is getting much more ambitious. He used to be content with supplying the cheapest quality mail carts, but this year he is making in addition a great variety of medium-priced carts, and is bold enough to state that he keeps the largest stock in the Midlands. On page 14 he illustrates one of his specialities, a cart with a body of satin walnut, artistically carved, convertible by very simple, patented means. He is looking forward to a good trade in this style, also in other carts with carved sides. He is this season sending out to dealers, on application, three large sheets, two of them illustrating carts, and the third bassinettes. In the latter class he also supplies carved panels and every form of spring, from the common bow to the best hammock. Rugs can be had of Mr. Poole in all shades, and at the lowest prices. Our readers should write for particulars.

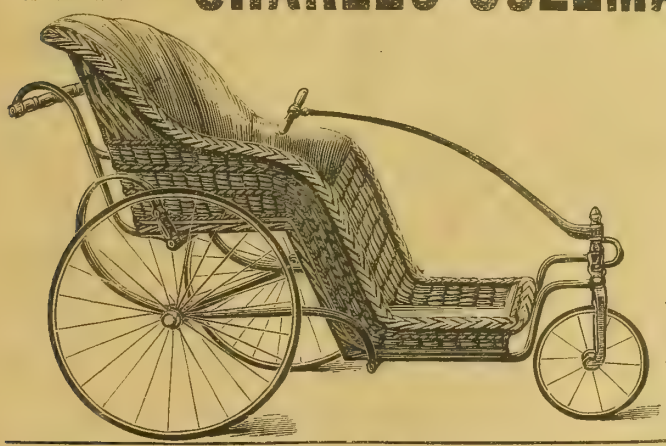
G. H. PRICE.

Last year we called special attention to Mr. Price's patented form of suspension. Since then, the invention has been much improved, and on page 19 its latest form is illustrated. Mr. Price is an old-established perambulator manufacturer, who knows what suits the public, and is more sanguine than ever that his "Eclipse" patent will grow in popularity. He is now offering to supply the trade with the under-carriage, including axles and suspension

PRICE LIST AND DESIGNS ON APPLICATION.

CHARLES COLEMAN & CO.

TELEGRAMS: "BASSINETTES," LONDON.



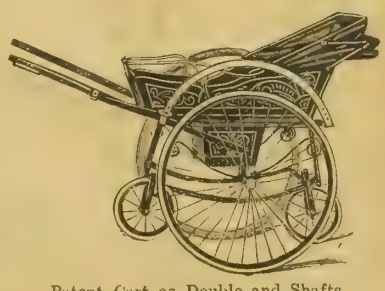
VICTORIA
INVALID CARRIAGE,
MAIL CART,
AND
BASSINETTE
WORKS,
PRAED STREET,
PADDINGTON, LONDON, W.

"THE WHEEL OF LIFE."



DUNKLEY'S 1895 Pneumatic Cycle Wheels, 1¾ in. Air Tyres, Ball Bearings, Plated Hubs and Spokes, Rims enamelled, 8 inch diameter to 30 inch, from **10/6** per pair, for Mail Carts, Perambulators, and Bath Chairs. Cycle and Perambulator Parts, &c. Royalties arranged with a few other makers for Patent Sliding Well Mail Cart.

LONDON AGENT:
A. MOORE, 76, Hounsditch.



Patent Cart as Single, and Shafts at the back, from 25s.

Patent Cart as Double and Shafts at front.

W. H. DUNKLEY, World Factory, Birmingham.

Telegrams: "FURNITURE."

JOHN GOUGH & CO.,

WHOLESALE MANUFACTURERS TO THE TRADE OF

Clocks, Pictures, Watches, and Bronze Ornaments.

Drapers' and Tailors' Show Glasses and Shop Mirrors.

Bedsteads, Bedding, Carpets, Oilcloths, and Linoleums.

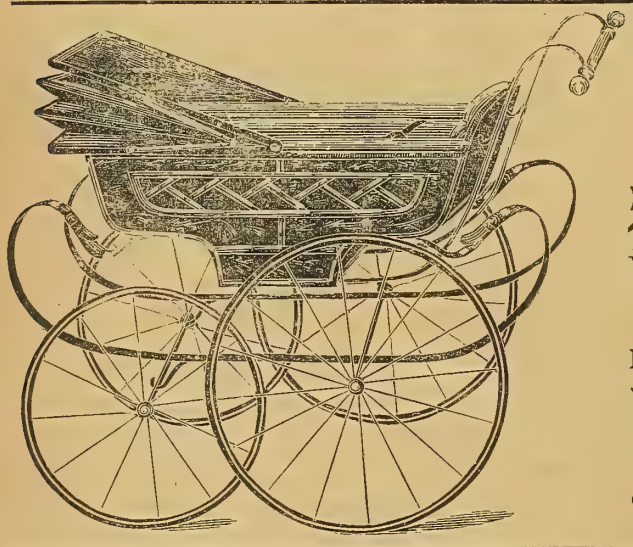
Wringing Machines and Woven Wire Spring Mattresses.

FURNITURE.
LOOKING GLASSES.
BASSINETTES.
MAIL CARTS.
CYCLES.

ALL COMMUNICATIONS TO BE ADDRESSED TO THE

Chief Offices:
20, Cross Street, Swan Street, **MANCHESTER.**

FULL LISTS ON APPLICATION. Mention Paper.



Special Notice to all interested in Mail Carts & Bassinettes.

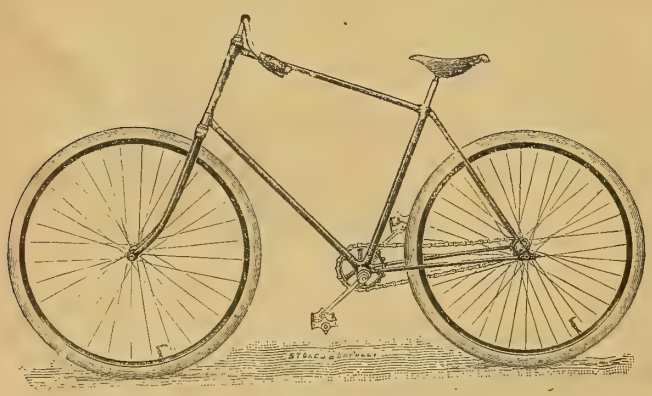
THOSE in search of **REAL NOVELTIES** for the **SEASON 1895** should demand from their Wholesale Houses a SAMPLE SET of

C. C. BEETLE'S

LATEST REGISTERED DESIGNS, which are obtainable at all the Principal Houses in the Trade.

Wholesale Dealers supplied with Bodies only if required.

OFFICES:
93, Herbert Street, New North Road, London, N.



THE 'CONDOR SAFETIES"

BEST MATERIAL
SUPERIOR FINISH
BEST WORKMANSHIP
LATEST DESIGNS
LOWEST POSSIBLE PRICES.

Agents Wanted.

Agents wishing to do a Hire Purchase Trade should write for terms. No risk. I take all risk as to Payment.

HARRY S. ROBERTS,

CYCLE WORKS,
Deanshanger, Stony Stratford, Bucks.

fittings, at very moderate prices. We might explain that no bolts, screws, or rivets are used in fixing the spring to the axles—the union between the two being obtained by a casting. Thus this carriage, which is undeniably handsome, must always run perfectly straight, and there is absolutely nothing to get loose and rattle. The trade should inquire further into this patent.

ROTHSCHILD & BAKER.

The factory of this young and progressive firm, in St. Paul's Square, Birmingham, is being rebuilt as fast as possible, and it is hoped that dealers' requirements will be more quickly attended to than formerly. The palm as to catalogues is this year unhesitatingly due to Messrs. Rothschild & Baker. Here we have no less than 44 large sheets, bound in stiff boards, with many carriages and carts beautifully illustrated, absolutely in *fac simile* as to proportion and colouring. We never remember to have seen so fine a catalogue before. In saying this we are reminded of a remark made by a dealer some years ago, that he found the worst carriages were supplied by firms who issued the best printed lists. From personal inspection of Messrs. Rothschild & Baker's factory, however, we can confidently state that our friend's remark can have no reference to them, as we found nothing but good material being worked up by competent hands under skilled supervision. We particularly observed that the medium and best-class carriages and carts were coach-pointed, and that the finish was perfection.

Coming to details, one of the greatest novelties of this firm is the Pneumatic (Baker's patent). We regret that we cannot give an illustration of this unique invention, but our readers can see it for themselves by writing for a catalogue. In a word, it consists of the posing of the body on four air-bags covered with canvas, held in position by nickel-plated steel caps which are bolted on to the steel portion of the spring. The appearance is by no means unpleasing, and the carriage must assuredly travel very comfortably. Of course, the cost is increased by this arrangement, but the extra charge is only £2, which the highest class carriage should reasonably be able to bear.

In addition to a variety of designs in hand-carved bodies, this firm are making a range of exceedingly handsome white cane bassinettes mounted on C springs, or suspended hammock-style. They are supplying art colours, giving special prominence to a new sea-green, which wears well. These C springs have leather connections, which allow of a comfortable up and down motion, with a minimum of side sway.

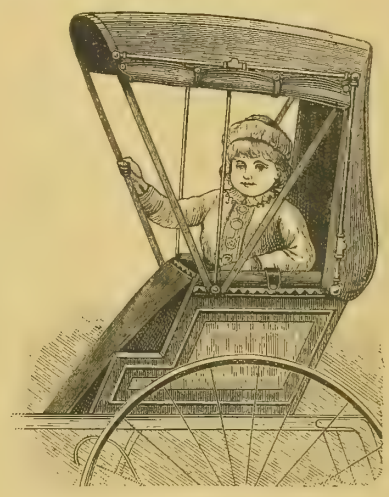
In mail carts, Messrs. Rothschild & Baker have several choice designs with patent automatic extending well for one or two children, and they also supply invalid carriages also horses and bicycles.

SIMMONS & CO.

Last year's trade with Messrs. Simmons & Co. beat their record, and this season they have started under the most favourable circumstances. Their factory in Tanner Street, London, S.E., has been enlarged, and a large and well-lighted showroom constructed.

A new departure has been made as regards wheels. Every carriage is provided with red rubber tyres, which means an increase in cost, but Mr. Simmons considers it will repay him to supply a better tyre even at the sacrifice of a little profit.

Another feature worthy of attention is the use of an outer layer of American white wood absolutely free from knots, the result being a better finish. Speaking of finish, it is here where Messrs. Simmons have excelled of late without sacrificing any of their well-known points of excellence, viz., choice design and good upholstering. On page 2 we show two of this firm's latest carriages. The "Luxury," like most of their bassinettes, is very roomy, with an extra deep well. Of course, they are making carriages with carved sides, and continue to supply the "National" with marquetry work as last year. Mr. Simmons is one of the most prolific inventors in the trade, and has no less than thirteen patents running; hence many of his carriages and carts have novel features. He has made a special study of springs, and strongly recommends his "Ovoid" and "Volute" springs, but also supplies C's and hammocks. The popular "Argosy," on C springs, we hear, is still in great demand, and, as most of our readers know, it is hard to beat as a tasteful, durable and comfortable carriage. Art colours, as before, can be had if required.



In carts this firm have a large variety, ranging from the lowest prices. The "Joy" is a very cheap single, with wicker body and detachable bed and cushion. The "Protean" is a wicker, bassinette shape, convertible into a tandem mail cart, moving on four wheels with equipoise springs. Since last year it has been made more roomy in order not to cramp the children's legs. We consider the method adopted by Messrs. Simmons, and patented, for converting a cart into a bed, one of the simplest yet introduced. The shafts are shorter than usual, and the child has full support for the feet when sitting erect. The "Royal," of cane and bamboo, has a bed which pulls out from under the seat, and should sell well. The "Austrian," of bentwood, originally introduced by Messrs. Simmons, is now made lighter and cheaper.



—THE—

"ECLIPSE"

PATENT SUSPENSION

PERAMBULATOR

(PRICE'S PATENT).

The SIMPLEST, MOST DURABLE, and MOST COMFORTABLE CARRIAGE YET INTRODUCED.

The Trade supplied with the Under-Carriage, including Axles, Springs, and Fastenings for the Body.

MODERATE PRICES.

WRITE FOR TERMS.

G. R. PRICE,

Perambulator Manufacturer,

187 & 188, GOOCH ST.,

BIRMINGHAM.

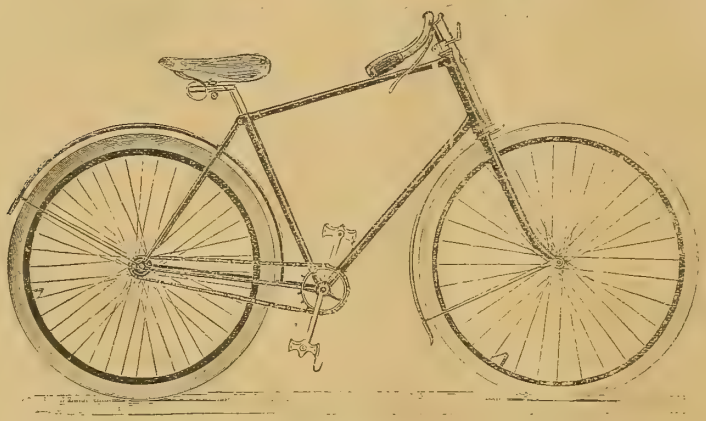
The Kingsland Manufacturing Co.,

MAKERS OF GOOD, SOUND, RELIABLE

BICYCLES

At a Low Price.

CUSHIONS,
£4 15s. 0d.



1895.
DUNLOP
DETACHABLE,
£7 12s. 6d

Other Tyres at equally Low Prices.

SEND FOR OUR 1895 LIST.



Cycle Works:

3, DOCWRA'S BUILDINGS, KING HENRY'S WALK, KINGSLAND,

LONDON N.

Last year an enormous number of the patent "Simmons' Gig," which we here illustrate, were sold, and this season several makers are using it on royalty. It must really be seen to be appreciated, a leading feature being a hood with a smooth round top, like a Hansom cab.

Messrs. Simmons are now on the telephone, No. 4,980, and they are supplying dealers with catalogues with spaces left for names, also with electros on the lowest possible terms.

G. J. SMITH'S PATENT HANDLES.

On page 12 is illustrated and described a new carriage handle, the invention of Mr. G. J. Smith, of Old Hill, near Birmingham. It is intended to take the place of the extension wood handle now very popular in the trade. As our readers know, many of these are fitted with iron screws, to which the ends are screwed, and they are very liable to break off when pressure is exerted. Mr. Smith's handles, on the other hand, are of wood throughout, the ends screwing into the centre part, and they are practically unbreakable.

G. H. WELLS & CO.

No makers in the trade, perhaps, are better known or respected than G. H. Wells & Co., of Bishop Street, Birmingham. Established as far back as 1862, they have ever gone forward, until last year their trade was the largest on record. One feature of their business has for years been to study the easy payment trade, which means that durability is an essential point. Messrs.



Wells have retained in this year's list all the carriages and cars which were successes last season, particularly an exceedingly cheap line in papier-mache bassinette, as illustrated above, which has met with great favour. They have also added a range of handsomely carved satin wood carriages fitted on all kinds of springs, including hammocks. A few months ago Mr. Wells had to bemoan the sudden death of his father—one of the most practical men in the trade—but the son has been trained in the business from a mere boy, and no falling off in excellence will take place.

In mail carts Messrs. Wells are giving special attention to a class which is convertible from a single to a bed by the simplest mechanism possible. Further, carts with carved panels figure largely in their list. No reader should omit to write to this firm for their catalogue, which can be had gratis on application.

BICYCLES: WHERE TO BUY.

Many perambulator dealers also sell cycles, and we subjoin a few names of firms who supply these machines.

BRADBURY & CO., LIMITED.—This firm make only the highest class machine, and dealers requiring an agency for a really good article should apply either to their works at Oldham, Lancashire, or to their London office, 14, Newgate Street, E.C.

KINGSLAND MANUFACTURING COMPANY.—This company had an extraordinary run on Safeties last year, and have now, in full working order, one of the best factories in London (see page 20) at Doowra's Buildings, King Henry's Walk, Kingsland, N. We have carefully inspected their cycles, and have also given them a trial, and we can strongly recommend them as sound, reliable machines, at a low price. Mr. Hewett is a thoroughly practical man, and he has constructed some special machinery which enables him, he assures us, "to produce a machine cheaper than any other maker." He has also a perambulator factory only supplying the trade. His latest novelty is pram wheels with ball bearings and plated hubs, which he can sell to the trade at something under 30s. per set for 26's and 20's. These ought to sell. Mr. Hewitt wishes it known to dealers that he gives a guarantee for twelve months with every one of his cycles.

H. S. ROBERTS.—This firm, whose works are at Deanshanger, Stony Stratford, Bucks, have built up an enormous business by consulting the interests of dealers. Many agents do not care to do an easy payment trade. Mr. Roberts, then, is just the maker for them, as all the dealer has to do is to get an order, send it to him, and, if approved of, he is paid a high rate of commission cash down. Dealers should get his price list and terms. He makes a first-class machine, not too high in price.

THE ST. GEORGE'S CYCLE COMPANY.—This young and vigorous concern have now extensive premises in Upper Street, Islington, N., divided into two departments—viz, a factory for parts, and one for complete machines. They claim to be able to supply dealers with parts and accessories better than anyone else in the trade, being actual manufacturers and large factors. Their bicycle is called the "Royal George," and is of high grade at a low price. They issue a very complete catalogue, which will be sent to any of our readers on application.

THE SPRITE CYCLE COMPANY.—Mr. W. Coote Reynolds, the proprietor of the Sprite Cycle Company, of Devonshire Street, Queen Square, London, W.C., is very particular as regards his agencies. His motto is one agent only in a district, and serve him well. Dealers, therefore, who are open to accept an agency for a good sound bicycle should communicate with this maker. We can bear testimony to the fact that the Sprite machines give the greatest possible satisfaction to riders.

THE VICTORIA MANUFACTURING COMPANY. — Our North country dealers are, perhaps, better acquainted with the Victoria Manufacturing Company, of Hanover Street, Glasgow, than those residing in the South; but all should thoroughly understand that this company is now making a capital Safety bicycle, and are open to appoint agents where there is a vacancy. Dealers should write for their terms, which, we understand, are of a favourable character.

THE WHITE SEWING MACHINE COMPANY.—The White Sewing Machine Company do not confine their attention to sewing machines, but have also a large wholesale trade in cycles. Their machines are the "Triumph" and the "Wincycle." Both these machines are of high grade, and dealers should secure agencies for same. The address of the company is 48, Holborn Viaduct, E.C.

BEAR THIS IN MIND!

W. J. Harris & Co., Limited, beg to inform the agents and dealers throughout the country that they have just completed arrangements with Messrs. Stoewer to stock their unrivalled and highly finished sewing machines, so that in future small buyers of two to six machines at a time can be supplied within 24 hours notice, and at the very lowest prices.

Stoewer's machines are guaranteed the cheapest and best finished in the market, and will be found to command the quickest sale with servants and for family use.

Send for illustrated list and sample machine, which will be cheerfully sent on approval.—W. J. Harris & Co., Limited, Haymerle Road, London, S.E.—ADVT.

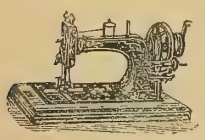
NOTICE TO PRAM. DEALERS.

In writing to firms referred to in this publication it is advisable to say "as mentioned in the *Pram. Buyers' Guide.*"

Do you want some very effective pictorial circulars? If so drop a post-card to Sewell & Co., 28, Paternoster Row, London, E.C, who will forward you a sample of their humorous circulars specially intended for the perambulator trade.

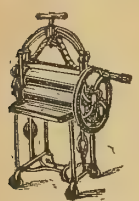
A FEW USEFUL ADDRESSES.

We give below the names and addresses of wholesale firms who supply articles which are ordinarily sold by perambulator dealers. Most of the firms are open to appoint sole agents in various towns, and dealers who desire to take up paying agencies should write for terms and full particulars, mentioning this journal.



SEWING MACHINE MANUFACTURERS AND IMPORTERS.

Baer & Rempel, Bielefeld, the Phœnix.
Bradbury & Co., Ltd., Wellington Works, Oldham and branches.
Bradbury, C., 249A, High Holborn, London, W.C., Grimme, Natalis, & Co.'s machines.
Branston Two-reel Sewing Machine Company, 59, Holborn Viaduct, E.C., the Branston Two-reel machine.
Bishop's Cluster Company, 147, Aldersgate Street, London, E.C., the Gloria machine and others.
Eclipse Machine Company, Oldham, Lancs., the Eclipse machine.
Flanagan Two-reel Sewing Machine Company, Ltd., Clayton, Accrington, the Flanagan Two-reel machine.
Harris, W. J., & Co., Ltd., Haymerle Road, Peckham, S.E., Bern. Stoewer's and other machines.
Jones Sewing Machine Company, Ltd., Guide Bridge, Jones' machines.
Kimball & Morton, Ltd., Bothwell Circus, Glasgow, the Lion machine and others.
Koch, H., & Co., 22, Paper Street, Red Cross Street, London, E.C., the Koch machine.
Mundlos, H., & Co., Magdeburg, Germany, the Victoria machine.
Murdoch, J. G. & Co., Ltd., 91, Farringdon Road, London, E.C., various machines.
Nothmann, Gebr., Berlin. Agent: E. Rausnitz, 184, Aldersgate Street, E.C., the Nothmann.
London Sewing Machine Company, 4, Newgate Street, London, E.C.
Pfaff, G. M. Agent: Wilhelm & Co., 132, Wool Exchange, London, the Pfaff.
Redpath, W. P., West Street, Berwick-on-Tweed, the New Home machine.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C., the high arm Naumann machines and others.
Singer Manufacturing Company, 39, Foster Lane, London, and branches.
Two-reel Sewing Machine Company, Ltd., Nechells, Birmingham, Daniel Jones' Patent Two-reel machine.
Varley & Wolfenden, Keighley, Yorks, the Cyclops machine.
Vertical Feed Company, 24, Aldersgate Street, London, E.C., the Vertical Feed machine.
White Sewing Machine Company, 48, Holborn Viaduct, E.C., the White machine.
Wheeler & Wilson Company, Paul Street, E.C., the Wheeler & Wilson machine.
Zschwinzscher, G., 34, Aldermanbury, E.C. Biesolt & Locke's machines.



WASHING AND WRINGING MACHINE MANUFACTURERS AND IMPORTERS.

Acme Machine Company, Henrietta Street, Glasgow, rubber wringers.
American Wringer Company, 122, Southwark Street, London, S.E., rubber wringers.
Cherry Tree Machine Company, Limited, Cherry Tree, Lancs.
Entwisle & Kenyon, Accrington.
Kimball & Morton, Bothwell Circus, Glasgow, rubber wringers.
Milne, Geo., Shields Road, Glasgow.
Taylor & Wilson, Atlas Works, Accrington.
Varley & Wolfenden, Keighley.
Whalley, Geo., & Co., Eagle Iron Works, Keighley.



CYCLE MANUFACTURERS.

Bradbury & Co., Limited, Oldham.
Eclipse Machine Company, Oldham.
Kingsland Manufacturing Company, 3, Docwra's Buildings, King Henry's Walk, Kingsland, N.
Nothmann, Gebr., 184, Aldersgate Street, E.C.
Roberts, H. S., Deanshanger, Stony Stratford, Bucks.
St. George's Cycle Company, Upper Street, London, N.
Seidel & Naumann, 23, Moor Lane, Fore Street, E.C.
Sprite Cycle Company, Devonshire Street, London, W.C.
Victoria Manufacturing Company, 78, Hanover Street, Glasgow.
White Sewing Machine Company, 48, Holborn Viaduct, London, E.C



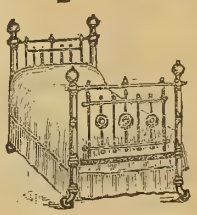
MUSICAL INSTRUMENT MANUFACTURERS AND IMPORTERS.

Bell Organ Company, 49, Holborn Viaduct, London, E.C.
Gough, J., & Co., 20, Cross Street, Manchester.
Murdoch, J. G. & Co., Limited (Automatic, &c.), 91, Farringdon Road, London, E.C.
Peters & Co. (Automatic, &c.), 84, Oxford Street, London, W.
Seidel & Naumann, 23, Moor Lane, E.C.
Wilhelm & Co., 132, Wool Exchange, E.C.



KNITTING MACHINE MANUFACTURERS.

Biernatzki & Co., 44, Mansfield Road, Nottingham.
Eclipse Machine Company, Oldham.
Harrison Knitting Machine Company, Manchester.
Stibbe, G., 25, Jamaica Street, Glasgow.





FURNITURE MANUFACTURERS.

Gough, J., & Co., 20, Cross Street, Swan Street, Manchester.
Harrop, J., 55, Tibb Street, Manchester.
Humphry & Sons, Limited, Scotland Street, Parade, Birmingham.
London Bros., Harford Street, Birmingham, bedsteads.





PERAMBULATOR AND MAIL CART MANUFACTURERS.

See other pages.

SUBSCRIPTION FORM.

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Address _____

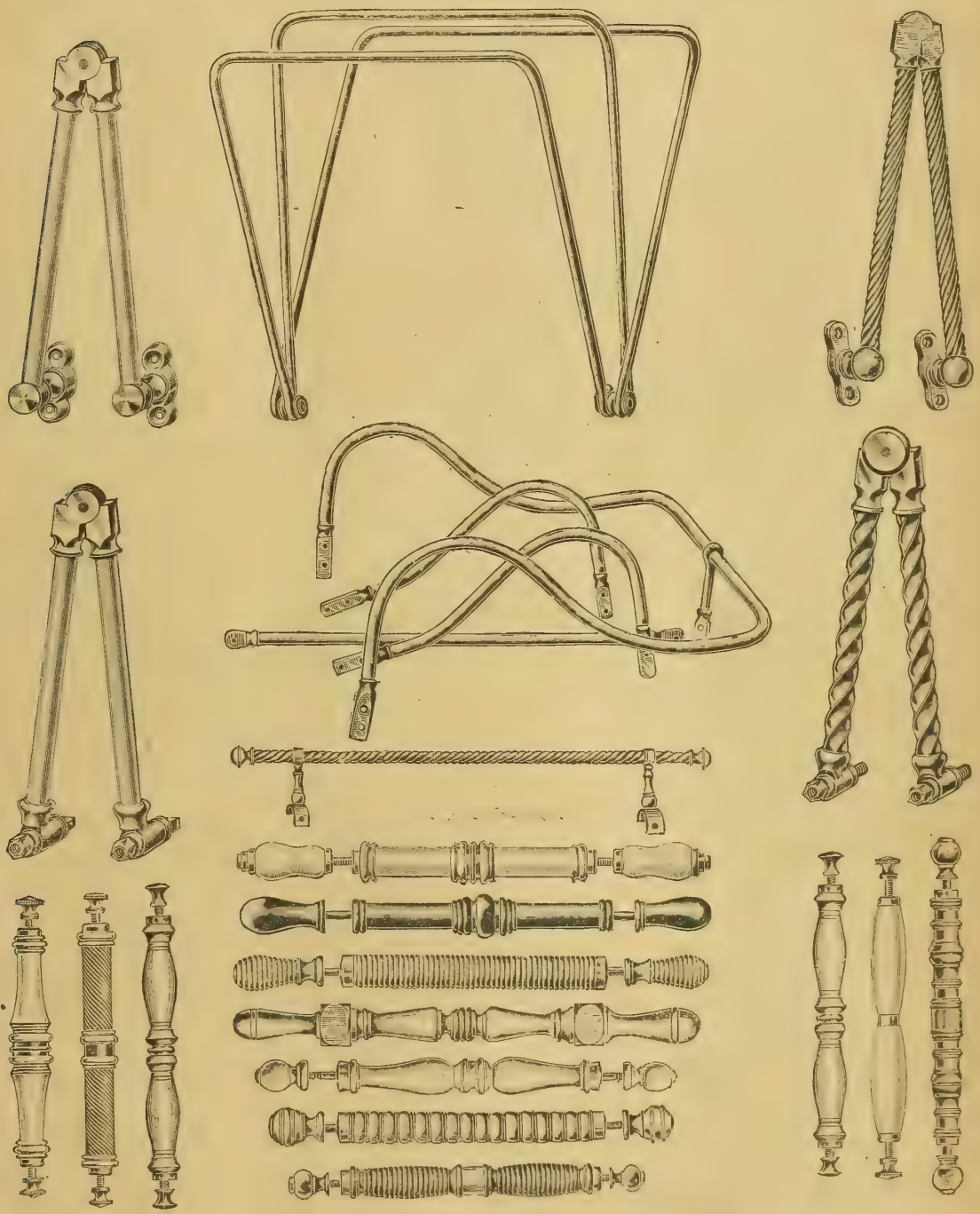
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